

KANSAS INSURANCE DAY NUMBER

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, MAY 29, 1930

1880 GOLDEN JUBILEE 1930

OF THE WORLD'S PIONEER IN LIABILITY INSURANCE



50
Years
Ago

THERE was not much attention paid to liability insurance. We have carefully searched the files of several insurance journals and even there find little or no mention of the form of insurance originated, fifty years ago, by The Employers' Liability Assurance Corporation, Ltd.

* * *

Today

THE Employers' Liability Assurance Corporation, Ltd., and its affiliated companies, are in the process of finishing what they started. It is an endless task, for there will always be a need for this form of insurance, just as there will always be accidents to workmen, to the public, and to others in the industrial plant or on the premises of the home owner, storekeeper, or the owner of the office building.

Our fifty years experience has taught us this. There is a need for liability insurance. There is a comparatively small amount of this form of insurance sold to home owners and many others whose need for it is great.

Whether or not you are associated with the world's pioneer in liability insurance, or with its affiliated companies, The Employers' Fire Insurance Company and the American Employers' Insurance Company, it is your duty as an insurance man to spread the gospel of this form of insurance. If the American Agency system is to endure, it behooves every insurance man to make sure that *his* clients at least are adequately protected.

If you are not a member of The Employers' Group family, you can nevertheless fittingly celebrate the Golden Jubilee of the World's Pioneer in Liability Insurance, by selling more of this form of insurance.

The Employers' Liability Assurance Corporation, Ltd. (*The World's Pioneer in Liability Insurance*); American Employers' Insurance Company; and The Employers' Fire Insurance Company, comprise The Employers' Group — 110 Milk Street, Boston, Massachusetts.

THE EMPLOYERS' GROUP



TIMES HAVE CHANGED



and with the changing times have come improved methods of doing business. Not so long ago clerks were perched on high stools in dimly lighted counting rooms, poring over ledgers. Picturesque, yes, but out of step with today's rapidly moving affairs.

• • •

The three companies of the Aetna Fire Group believe in progressive methods—methods which get things done accurately and on time. But in this search for quicker and better ways of doing business the companies have held to one old custom. They preserve a pleasant human relationship between home office and local agent.



AETNA INSURANCE COMPANY
THE WORLD FIRE AND MARINE INSURANCE CO.
THE CENTURY INDEMNITY COMPANY
HARTFORD, CONNECTICUT

IN all buildings with hollow outer or partition walls, the White Fireman recommends "fire-stopping" construction . . . This stops the spaces between studs from acting as flues and so drawing fire to upper floors.



THE WHITE FIREMAN is used in this advertising to symbolize loss-prevention engineering service—a nation-wide service, supported by insurance companies, having for its purpose the reduction of loss-hazards. Its work comprises consultation on proposed structures, inspection of property, testing of materials and equipment, and many other kinds of technical assistance. This service may be secured through responsible insurance agents or brokers. Ask your North America Agent.

North America Agents are listed in Bell Classified Telephone Directories under the heading "INSURANCE CO. OF NORTH AMERICA"



The Insurance Company of North America

PHILADELPHIA

The Oldest American Fire and Marine Insurance Company—Founded 1792
and its affiliated companies write practically every form of insurance except life

TRUE fire-prevention begins with the construction of the building itself. The White Fireman shows how buildings not "fireproof" may be made "slow-burning" and so more resistant to the progress of fire.

Above is shown, in reduced size, a color page advertisement appearing in The Saturday Evening Post, May 17; Literary Digest, May 17; The Business Week, May 14; Time, May 26.

WHAT IS YOUR IDEA OF *An Insurance Company?*

Not to the public or policyholders is this question addressed. For, properly enough, most people leave the choice of an insurance company to their agent or broker. It is directed to the producers of premiums.

We leave the answer to them. We believe they indicate their attitude plainly enough. Daily the number of producers who do business with companies in this group is growing. The increasing volume received from old friends is gratifying. We believe it is due to interest in the producer and cooperation in solving his problems, extending to the following classes of insurance:

Fire	Profits
Automobile	Rent and Rental Value
Explosion	Leasehold
Riot	Aviation and Aircraft
Civil Commotion	Inland Marine
Tornado and Windstorm	"All Risks" and Merchandise
Sprinkler Leakage	Floater
Use and Occupancy	Plate Glass
	All Casualty and Bonding Lines

If you are interested we suggest that you ask any producer who represents one of our companies what his idea of it is.

AMERICAN EQUITABLE ASSURANCE
COMPANY OF NEW YORK
Capital, \$2,000,000.00

BRONX FIRE INSURANCE COMPANY
OF THE CITY OF NEW YORK
Capital, \$1,000,000.00

BROOKLYN FIRE INSURANCE COMPANY
Capital, \$1,000,000.00

GLOBE INSURANCE COMPANY OF AMERICA
Pittsburgh, Pa.
(Incorporated 1862)
Capital, \$1,000,000.00

INDEPENDENCE FIRE INSURANCE COMPANY
Philadelphia, Pa.
Capital, \$1,000,000.00

INDEPENDENCE INDEMNITY COMPANY
Philadelphia, Pa.
Capital, \$1,250,000.00

JEFFERSON FIRE INSURANCE CO.
Newark, N. J.
Capital, \$400,000.00

KNICKERBOCKER INSURANCE COMPANY
OF NEW YORK
Capital, \$1,000,000.00

LIBERTY BELL INSURANCE COMPANY
Philadelphia, Pa.
Capital, \$1,000,000.00

MERCHANTS AND MANUFACTURERS FIRE
INSURANCE COMPANY
Newark, N. J.
(Chartered 1849)
Capital, \$1,000,000.00

NEW YORK FIRE INSURANCE COMPANY
(Incorporated 1832)
Capital, \$1,000,000.00

REPUBLIC FIRE INSURANCE COMPANY OF
AMERICA
Pittsburgh, Pa.
(Incorporated 1871)
Capital, \$1,000,000.00

SYLVANIA INSURANCE COMPANY
Philadelphia, Pa.
Capital, \$1,500,000.00

Corroon & Reynolds

INCORPORATED

INSURANCE UNDERWRITERS •

Manager

92 William Street

New York, N. Y.

The National Underwriter

Thirty-Fourth Year No. 22

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, MAY 29, 1930

\$4.00 Per Year, 20 Cents a Copy

Fire Outlook Is Now Optimistic

President Wyper Comments on 1929 Experience at National Board Meeting

MADE PROFIT LAST YEAR

Extension of Public Relations Work Is Urged—Taxes and High Losses Depreciated

Many reasons for gratification are seen by President James Wyper of the National Board in the 1929 record of board companies, he said in his address given at the annual meeting. The outstanding cause for optimism, he believes, is the demonstration of soundness made by the companies in coming through the stock depression of last year.

He says fire insurance has two primary functions, first underwriting, and second maintenance of an adequate insurance fund, which latter of course must be very largely invested.

"It is difficult to conceive of a more impressive demonstration of the fundamental soundness of the investment policies and practices of stock fire insurance companies as a body than has been afforded by the negligible effect upon the companies' financial standing of the cataclysmic decline in the stock market which took place in October and early in November last year."

Peak of Financial Strength

Investment returns were more than sufficient to offset all shrinkage in the market values of securities and as a result of reasonably favorable underwriting experience last year the companies were able to show a substantial increase in aggregate resources and combined surpluses, the latter increase being about one-half of that of the previous year when there was a bull stock market. The net result was that the companies passed through a stock market collapse not only with unimpaired resources but with their financial strength greater than at any time in their history.

Last year the National Board companies enjoyed the third successive year of underwriting profit from fire and lightning business and the percentage of profit in relation to earned premium was higher than in 1928 and 1927. He says this is significant because in the seven years preceding 1927 there was an unbroken series of annual underwriting deficits, which although more than counterbalanced by investment gains caused executives considerable anxiety.

Fire Loss Record Disappointing

Last year's fire loss figures were somewhat disappointing, he said, as fire company executives cannot be concerned with anything but a continuously declining fire loss curve. The time has not arrived when the companies can in the least relax their efforts to lower the indefensibly high burning rate in this

Increase Motor Vehicle Underwriters' Surplus

FINANCIAL EXHIBIT GIVEN

Illinois State Insurance Department Examiners Report Improvement in Business Despite Depression

In March, 1930, the Motor Vehicle Underwriters of Chicago were thoroughly examined as of Dec. 31, 1929, by the Illinois insurance department. The examiners gave the company credit for a substantially larger surplus than the company claimed in its annual report for 1929. In spite of this fact, in all of its statements to the insuring public, the company takes credit merely for the surplus shown in its last annual report.

Notwithstanding the sharp stock market crash last autumn and depressed business following, the Motor Vehicle Underwriters of Chicago shows an increase in surplus since the first of the year and its premium income has also increased. The condition of the Motor Vehicle Underwriters reflects credit on its management. Its home office is at 223 West Jackson boulevard, Chicago.

Personnel of Management

The active personnel of the management includes Cyrus L. Garnett, Edward W. Cox, Osborne Shephard and George W. Casey, well known and successful insurance men who have built up a splendid institution. The advisory committee is as follows: L. G. Blessing, vice-president, Bastian Blessing Company; William Bender, vice-president, Ramapo Ajax Corporation; Stanley Case, vice-president, Case & Moody Corporation; Edward W. Cox, secretary and treasurer, Motor Corporation; Charles H. Fanning, chairman, International Cut Stone Contractors & Quarrymen Association; H. H. Field, general counsel, Chicago, Milwaukee, St. Paul & Pacific Railroad; Cyrus L. Garnett, president, Motor Corporation; Charles H. Pegler, attorney, Wetten, Pegler & Dale; Charles O. Sethness, president, Sethness Company; B. F. Troxell, vice-president, A. B. Leach & Co.

Specializes in Auto Full Cover

This company specializes in full coverage automobile insurance. It issues a valued form non-depreciating policy covering equipment without additional premium. The policy is non-assessable, the non-assessable feature having been permitted for a long time by the Illinois insurance department under a ruling of a former attorney general of Illinois.

During the 16 years of continuous and successful operation of this company its loss ratio has never been as high as 50 percent of the premium income in any

Year	Assets
1923	\$195,018.37
1924	270,061.65
1925	342,912.93
1926	388,252.12
1927	430,950.57
1928	475,509.58
1929	553,457.44

country, he says. He sees hope in the fact that whereas the value of the property covered by fire insurance increased last year by almost \$14,000,000,000, the

Supervisory Committee Passes on the New Rules

CLEARING PROCESS GOING ON

Rocky Mountain Territory Receives Attention From Joint Conference at Denver

DENVER, COLO., May 28.—Adoption of a revised book of rules constituted the chief task of the supervisory committee of the Rocky Mountain Fire Underwriters Association which met here yesterday and adjourned this afternoon. The outstanding changes in the revised rules include the general agency ruling, adopted at the February meeting of the committee, prohibiting general agents from operating a local agency and placing a ban upon general agencies in which local agents own an interest, and the new conditions resulting from the withdrawal of the Western Insurance Bureau from the association required adjustment. The revised rules provide for a two-party management of the Rocky Mountain Fire Underwriters Association instead of three, leaving only the Western Underwriters Association and the Pacific Board in control.

The clearing of agencies, which became necessary following the stand of the supervisory committee at its meeting here in February, was termed by members attending this meeting as "satisfactory." When the committee declared in its winter meeting it would not accept as members any companies that failed to adhere to its rules and commission scales, the subject of clearing the agencies, both general and local, became the most engaging question in the mountain field. Several general agency contracts were approved.

There was a full attendance of the committee, with J. R. Wilbur, of Chicago, chairman, presiding. Other members attending were: Walter D. Williams, Rockford, Ill.; W. N. Achenbach and W. B. Flickinger of Chicago; and A. T. Bailey, E. T. Cairns and Willard O. Wayman of San Francisco. Frederic Williams, Denver, of the Rocky Mountain Fire Underwriters Association, was secretary of the meeting. The next meeting of the committee will be its regular annual meeting, to be held Oct. 8 at the Antlers Hotel.

single year, and the average loss ratio over the whole period has been less than 40 percent of the premium income.

The Motor Vehicle Underwriters was established in 1914, and in each year since organization its assets have steadily increased. The growth of this company is shown by its financial condition during the last seven years, as follows:

Prem. & Claim Reserves	Surplus	Yearly Premium Income
\$ 77,231.88	\$115,241.33	\$239,120.87
102,953.26	165,212.43	305,956.57
139,717.65	184,408.44	386,204.92
174,765.73	201,269.18	410,339.15
211,887.42	203,726.01	477,802.31
243,438.41	216,925.66	523,225.70
293,490.50	241,150.64	581,636.48

increase in fire losses was less than \$9,000,000.

"We must be profoundly impressed by
(CONTINUED ON PAGE 16)

I. U. B. Trying to Help Agents

Percy H. Goodwin Tells Results of Recent Investigation in New York

MANY CHARGES BASELESS

Board Blamed for All Lost Lines, Agents' Association Official Says in Address to Buffalo Board

BUFFALO, N. Y., May 28.—The two subjects of paramount interest to the agents of America today, operation of the Interstate Underwriters Board and the investigation of acquisition cost being conducted by the National Convention of Insurance Commissioners, were discussed by Percy H. Goodwin, chairman of the executive committee of the National Association of Insurance Agents, and Secretary-Counsel Walter H. Bennett before the annual meeting of the Buffalo Association of Fire Underwriters here last night.

The presence of the two executive officers at this meeting was a special compliment to J. W. Rose, member of the national executive committee, who was recently elected president of the Buffalo board.

Thorough Investigation Made

Mr. Goodwin said so much criticism had been directed at the Interstate Underwriters Board that he took occasion on his recent visit to New York to make a thorough investigation. "For more than ten years," he said, "there was a demand from the agents for establishment of some form of coverage which would take care of the big fluctuating values. The fire companies, however, failed to take any action, and the obnoxious marine coverage came into existence.

"One of the mysteries of the whole proposition is why the fire companies permitted this condition, because in practically every case it was their own marine departments which took the business away from its legitimate channel, fire underwriting. When it was reported that the fire companies were creating an organization that would establish a line between fire and marine coverage and restore fire business to its proper channel, the agents were almost jubilant. It seemed as if at least they were to have an opportunity to write the big chain store values in their own communities.

Says Past Is Past

"Such was the inception of the Interstate Underwriters Board. It started out under auspicious circumstances as a very worth while undertaking. If our understanding of its original purpose had been followed it would not have been subjected to so much criticism.

"Now while many members maintain that they have lost business through op-
(CONTINUED ON PAGE 16)

Minnesota Men Ban Fund Idea

Members of Federation Present
Solid Front Against Threat-
ened Legislation

MATTESON IS PRESIDENT

Large Turnout Recorded at Annual
Meeting in St. Paul—Approve
Insurance Day

ST. PAUL, MINN., May 28.—Minnesota insurance men today lined up to combat vigorously the specter of a state fund in any form that crops out in next winter's legislature. In one of the best annual meetings ever held, the Insurance Federation of Minnesota went on record against invasion of the state in any field of insurance.

It opposed compulsory automobile insurance, and favored driver's license and financial responsibility laws patterned after the New Hampshire laws.

N. H. Matteson of St. Paul was elected president, and Clyde B. Helm was re-elected secretary-treasurer.

Edward C. Stone Talks

More than 125 insurance men and women attended the lunch Tuesday at which Edward C. Stone, United States manager of the Employers companies, talked on financial responsibility legislation. He warned that if a compulsory law is passed, state insurance will follow.

"The state has no right to get into the insurance business in any form and insurance men should see that it is kept out," he said. The Massachusetts law has not proved to be a safety measure, but has been a harvest for lawyers and ambulance chasers, he said.

An indication that farm mutuals want nothing of state insurance was given in the talk of Otto W. Kolshorn, Red Wing, a leader in that field of insurance.

Kolshorn Expresses Hope

"I hope the insurance business will remain as it is now in two hands, the stock companies and the mutuals," said Mr. Kolshorn. "There is a field for both, and we can iron out whatever differences come between us. I do not believe in state insurance."

In his initial appearance before the federation, Secretary Clyde B. Helm said that in his travels about the state interviewing legislative candidates he found little to be worried over as regards enactment of state insurance at the coming session.

He announced that 111 new members had joined the federation since Feb. 1, and the total now is around 800. A vigorous campaign will be carried on this year to get more country agents in the federation. The federation pledged support to the National federation, and in return asked for fullest cooperation of that organization.

Following a talk by W. W. Belson, editor of the "Federation News," in which he recommended holding Insurance Days to promote business in general, the federation went on record favoring this. The prospect is that the first Insurance Day will be observed in Minnesota in 1931.

Financial condition of the federation was shown to be improving, with a budget of \$10,000 and income about sufficient to meet it.

The following were elected vice-presidents: George W. Harsh, fire, Minneapolis; P. F. Otis, casualty, Duluth; C. M. Bend, surety, St. Paul; E.

Made President



THEODORE L. ROGERS

Theodore L. Rogers of Little Falls, N. Y., who was elected president of the New York State Association of Insurance Agents, is a prominent man in the organization. He is president of Rogers & Ashe, an incorporated local agency. He has been in the business since 1908. He is president of the Little Falls Local Insurance Agents Association and president of the Little Falls Building, Savings & Loan Association. He is treasurer of Bruney-Rogers, an incorporated store in his city dealing in hardware and sporting goods. Mr. Rogers was elected to the New York legislature in 1925, 1926, 1927 and 1928. Last year he was a member of the committee on compulsory automobile insurance legislation and a member of the committee on law and legislation of the New York association.

W. Randall, life, St. Paul; A. H. Stofft, accident and health, Minneapolis; E. L. Hjermstad, trade mutuals, Red Wing; O. W. Kolshorn, farm mutuals, Red Wing; L. L. Law, field men, Minneapolis.

Interest in Ranking of Various Company Groups

The America Fore home office has gotten out figures of the company groups, showing the standing or rank in different features. The Home group has 12 units including the National Liberty, giving it premiums of \$80,281,021. It therefore takes first place in that respect. The next is the America Fore with six units, having \$66,391,405 premiums. The Crum & Forster group with 16 units is third with \$49,205,579. The Hartford with six sources is next with \$45,607,809. The Royal-Liverpool & London & Globe group with eight units follows with \$43,049,581. The North America with four units has \$39,518,843. Then follows the Globe & Rutgers with four units, \$36,886,165; Firemen's of Newark with nine, \$28,524,140; Aetna, \$28,281,078; Great American, 10 units, \$27,203,121; National of Hartford, \$24,210,221; North British & Mercantile, \$22,355,005; Fireman's Fund, \$22,202,068; Phoenix of Hartford, \$21,059,839; Commercial Union, \$20,618,155; St. Paul Fire & Marine, \$18,269,591; Springfield, \$18,096,965. This grouping does not include casualty companies.

The America Fore leads in assets with \$242,735,815, the Home being next with \$225,066,022, the Globe & Rutgers next with \$122,645,672. The America Fore leads in increase in assets, that item being \$58,306,350. The Home comes next with \$24,267,282 and the National follows with \$9,477,205. The America Fore leads in total capital and surplus, being \$141,490,548, the Home following with \$125,671,054, Crum & Forster being third with \$63,963,350, the Firemen's next with \$63,563,396. The America Fore leads in increase in premiums with \$12,429,289. The Home is next with \$7,374,350, the Globe & Rutgers next with \$4,801,094, the Great American fourth with \$1,925,009.

Loss Ratios Given

The Commercial Union had the lowest loss ratio with 41.2 percent. The next was the Phoenix of Hartford with 41.5. The North America was third, 42; the Royal group fourth, 47.6. The lowest expense ratio was the Globe & Rutgers with 35.3. The Home was next with 38.7. The St. Paul was third with 40.1. The America Fore was fourth with 43.2.

Many Executives to Attend Acquisition Cost Hearing

Meetings of the acquisition cost committee of the National Convention of Insurance Committee in Chicago next month will be largely attended by company executives as well as general and local agents and brokers. Among the company executives who have already announced their purpose of being on hand at one or more of the sessions are Presidents Wilfred Kurth, Home; R. A. Corroon, Corroon & Reynolds Group; Neal Bassett, Firemen's; Paul L. Haid, American Fore; E. C. Jamison, Globe & Rutgers; James Marshall, Northern of New York; Sidney R. Kennedy, Buffalo; Alfred F. James, Northwestern National; F. R. Hawley, Ohio Farmers; Edward Milligan, Phoenix of Hartford; R. M. Bissell, Hartford Fire; Ralph B.

Ives, Aetna, and Frank D. Layton, National of Hartford; United States Manager C. F. Shallcross, North British and Mercantile, and Assistant United States Manager William Mackintosh, Royal.

Organizations to be represented by their respective managers include the Eastern Underwriters Association, Pacific Board, West Virginia Uniformity Association, Western Underwriters Association, Southeastern Underwriters Association, Western Insurance Bureau and National Automobile Underwriters Association, together with numerous state and local fire and casualty associations.

ARRANGEMENTS MADE FOR THE PIEDMONT FIRE

H. M. McAden, president, and E. H. Chisholm, secretary of the Piedmont Fire of Charlotte, N. C., purchased by the Aetna, will continue as before. T. W. B. Jones, secretary of the Aetna, will go to Charlotte and become vice-president of the Piedmont. He will be active in the management. The head office will continue at Charlotte. Mr. Jones went to Hartford seven years ago as assistant secretary. He was formerly state agent for North Carolina and made his headquarters at Charlotte. Special Agent E. M. Rollins will continue to travel for the Piedmont.

Confer on New York Rates

NEW YORK, May 28.—Representatives of the New York department are now in session with officers of the National Automobile Underwriters Association regarding the recently filed fire and theft rates for this state, which Superintendent Albert Conway refused to approve and which the companies are now seeking to justify through the presentation of recorded experience for the past six months.

Inglis on Western Trip

E. S. Inglis, vice-president of the Corroon & Reynolds companies, will leave New York early next week on his annual trip to the Pacific Coast, visiting en route the chief agencies of his group companies in the west and southwest as well as along the west coast. He plans to be gone six weeks.

Letton on a Trip Abroad

Harold W. Letton of Chicago, former U. S. manager of the Netherlands and organizer of the Fire Insurance Co. of Chicago, is on a pleasure trip abroad after spending the winter in Florida.

CONDENSED NEWS OF WEEK

Percy H. Goodwin says Interstate Underwriters Board now desires to work with agents. **Page 3**

President Wyper of National Board optimistic over 1929 results and present outlook. **Page 3**

Secretary Bennett announces definite move by National Association of Insurance Agents for elimination of non-policy-writing agents. **Page 5**

Plan for Missouri refund again outlined by Subscribers Actuarial Committee. **Page 6**

James Wyper was reelected president of the National Board at its annual meeting. **Page 5**

S. G. Otstot was elected president of the North Carolina Association of Insurance Agents at its annual meeting. **Page 9**

Committee on adjustments of the National Board announces that in the near future it hopes to secure a general manager for the Fire Companies Adjustment Bureau. **Page 12**

Listing of company groups in various classifications shows ranking. **Page 4**

Kansas Insurance Day was celebrated at Hutchinson this week. **Page 15**

National Board committees report active year's work at annual meeting. **Page 6**

List of cities in United States with highest per capita loss ratio is given by the National Board. **Page 8**

Supervisory committee of the Rocky Mountain Fire Underwriters Association met in Denver this week. **Page 3**

Minnesota federation opposes state fund idea, approves Insurance Day, at annual meeting. **Page 4**

United States Supreme Court reinstates O'Gorman & Young case, involving New Jersey commission law. **Page 9**

Aetna Fire buys controlling interest in the Piedmont Fire of North Carolina. **Page 17**

E. M. Polk of Corsicana has been elected president of the Texas Association of Insurance Agents. **Page 27**

Forgery losses are menace to returning prosperity. **Page 33**

Casualty companies fear the intrusion of marine companies in the burglary and fidelity fields. **Page 35**

Workmen's compensation companies seek method to improve loss records. **Page 35**

Public building construction bonds commission cut to 20 percent in Michigan. **Page 35**

Vice-President C. A. Teasdale of the Continental Casualty with headquarters in Chicago will move to California to take executive supervision over its affairs in that territory. **Page 34**

Darby A. Day Investment Corporation of Chicago acquires stock of another carrier, the Automobile Underwriters of Dallas. **Page 34**

National Board Staff Remains

President Wyper and Other Officers Relected at Annual Meeting

WORK WINS APPROVAL

Fire Executives Adopt Resolution Regarding Nation-Wide Hospital Inspections, Name Committeemen

NEW YORK, May 28.—Approving the administration of the past year, members of the National Board at the 64th annual meeting here last Thursday unanimously reelected all officers for another term and named five new members of the executive committee to succeed those whose terms expired.

The staff is: President, James Wyper, vice-president Hartford Fire; vice-president, Percival Beresford, United States manager Phoenix of London; treasurer, Wilfred Kurth, president Home; secretary, Sumner Ballard, president International.

New Executive Committeemen

The new executive committeemen are: Ralph B. Ives, president Aetna; Gayle T. Forbush, United States manager Royal Exchange; James Marshall, president Northern of New York; Frank D. Layton, president National of Hartford, and Gustav Remak, Jr., president State of Pennsylvania. William Mackintosh, manager of the Royal, will fill the unexpired term of F. B. Kellam, retired. The executive committee will select its chairman. Paul L. Haid, president America Fore, held the post last year.

The only action taken, aside from presentation of the address of President James Wyper and submission of committee reports and discussion of these, was adoption of a resolution offered by Cecil F. Shalleross, United States manager North British & Mercantile, and chairman of the special committee on hospitals appointed a year ago, which, as requested by its members, has been discharged.

Praise Hospital Inspections

The resolution is an appreciation of the manner in which personnel of the National Board and of rating and inspection bureaus responded to the call for nation-wide hospital inspection service inaugurated by the National Board a year ago. The hope was expressed that all hospitals and kindred risks might be inspected this year and a check begun on the extent to which recommended improvements, especially those affecting human safety, have been carried out.

The address of President Wyper, presented in part elsewhere in this issue, was an unusually able review of fire insurance conditions and trends.

While all divisions have been developed, activities of the committees on arson, adjustments and public relations were especially commended by Mr. Wyper. His remark regarding the employment of Bruce Beilaski, formerly chief of the bureau of investigation of the Department of Justice, to direct the work of the arson division, resulted in calls for presentation of Mr. Beilaski to the Board members.

Loss Bureau Progresses

Another important move was decision last year to sanction formation of the Fire Companies Adjustment Bureau for supervision of losses throughout the country. The organization has made considerable progress and marked improvement in handling claims already has resulted. It is believed that as soon

Companies Report Many Small Claims

Companies report an increasing number of small losses. Loss men say that while the number of so-called big losses has not increased to any great extent, claims of smaller amounts are coming in more than ever. Many offices say that they are getting hundreds of claims for \$5 or so. In fact, demands are made on companies for small losses that would not have been made in years gone by. The expense of handling these claims is more expensive than the claims themselves.

as it is in position to function fully, which will follow the securing of a manager whom the committee hopes soon to employ, better results may be anticipated.

As evidencing what can be accomplished in the way of reforming loss settlements, Vice-president Thomas of the Fire Association cited the change in Cook county, Ill., since creation of the adjustment bureau in that territory several years ago.

Committee reports attested that exceptional service was being performed, although it was pointed out that greater improvement would be shown if company members should cooperate more promptly in furnishing information asked of them.

Attendance Was High

Attendance surpassed that of any previous meeting, and the proceedings were followed with close attention. As in former years, company officials who seldom meet were afforded opportunity to fraternize. Leading executives were on hand from Boston, Hartford, Philadelphia, Newark, Baltimore and other insurance centers outside New York.

Chicago was represented by J. F. Stafford, western manager Sun; George H. Bell, western manager National of Hartford, and J. V. Parker, manager the Western Actuarial Bureau. The National Convention of Insurance Commissioners was represented by its president, Howard P. Dunham. Former Commissioner Joseph Button of Virginia came on from Richmond, and Clarence W. Hobbs, former Massachusetts commissioner and now liaison officer for the commissioners and the National Council on Compensation Insurance, was about renewing old acquaintances and making new ones.

Move for Elimination of Non-Policy-Writing Agent

BUFFALO, N. Y., May 28.—Announcement of definite action by the National Association of Insurance Agents looking to the elimination of all non-policy-writing agents was made by Secretary-Counsel Walter H. Bennett in his address before the Buffalo Board here last night.

"We have prepared a letter to be addressed to all the fire companies," said Mr. Bennett, "asking them immediately to discontinue the practice of appointing non-policy-writing agents and to agree to discard all those now in existence by January 1, 1931. We have reason to believe that our proposal will meet with substantial approval of cooperating company management."

"There is a growing list of company executives who have said frankly there is no reason for the existence of the non-policy-writing agent, and it seems to be simply a question of bringing about concerted action on the part of the companies."

Biggest Factor in Waste

"The non-policy writer came into existence as a competitive measure. I am ready to believe that he will go out of existence as a cooperative measure."

"Of all the factors which go to make up for waste in the insurance business, we find the non-policy-writing agent in the front ranks. It is impossible to estimate how much unearned commission goes to him—what a drain he is on the policy-writing agents—what a menace he is to the insuring public. After some years of temporizing with the question on the idea that a system which had become so widespread could not be eliminated on a moment's notice, now your executive officers are convinced that immediate action is necessary with acquisition cost under such close observation by the insurance commissioners. We believe we can no longer afford to temporize with the question."

Position on Acquisition Cost

Referring to the meeting of the insurance commissioners' acquisition cost committee in Chicago, June 11-13, Mr. Bennett said:

"Our position will be sympathetic to the attempted discovery of wasteful practices in the insurance business. If the business would cure itself of some of its outstanding extravagances, if such factors as non-policy-writing agents and multiple agency appointments were reg-

ulated, the legitimate agent may feel confident that the modest commission he earns can bear the closest scrutiny of the supervising officials of this country."

"The commissioners' investigation is obviously predicated on their desire to bring about lower rates for the public. I believe that they are embarking on a hopeless task, in view of their own findings that fire insurance companies are entitled to a 5 percent underwriting profit with an additional conflagration factor."

"They must realize that any saving in rate or commissions must automatically flow towards the ultimate 5 percent underwriting profit. It is common knowledge that this objective is so far distant as not to be reached by any action the commissioners can take."

"To be sure, in certain sections of the country underwriting groups have seen fit voluntarily to reduce rates on certain classes, but in undertaking a nation-wide sweeping general reduction in rates, the commissioners would not be consistent with their position that the fire companies are entitled to a 5 percent underwriting profit. Exactly the same principle applies to any reduction of commissions to agents."

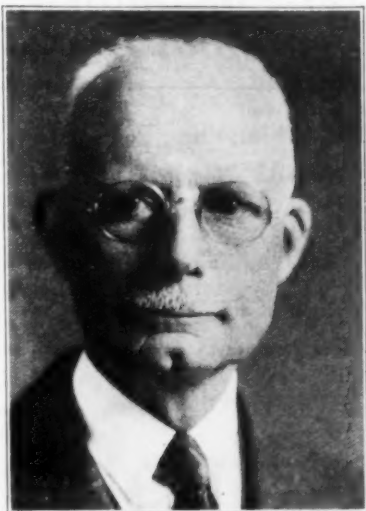
Grain Pool Investigates Frame Elevator Coverage

Because of the recent \$400,000 grain elevator fire in Chicago, members of the executive committee of the Underwriters Grain Association are debating the proposal of reducing coverage for frame elevators. The Minneapolis elevator of the Rosenbaum Grain Corporation, which was destroyed by fire in Chicago, was non-fireproof.

Those in favor of the reduction point out that many frame elevators are obsolete and highly inflammable. Any other kind of a structure in the same condition would be a highly distasteful risk to underwriters. It is also pointed out that in the middle west the cost of replacing a frame elevator with a concrete structure of the same capacity would often be less than the amount of insurance provided on the frame building.

The subject has been under discussion at recent conferences of grain association members but no decision has been made.

THREE OFFICERS OF NATIONAL BOARD



JAMES WYPER
President



PERCIVAL BERESFORD
Vice-President



WILFRED KURTH
Treasurer

National Board Committees Report Active Year's Work

SERVICE WIDELY EXTENDED

Loss Information and Publicity Activities Are Highly Successful— Many Arson Arrests

NEW YORK, May 28.—All committees of the National Board functioned unusually well last year, it is shown in reports at the annual meeting held here. Through their work, fire insurance was able to gain a better public understanding, to extend the scope of its usefulness in a myriad of ways and to prepare for an even more active year in 1930.

The actuarial bureau report submitted by C. E. Case of New York, chairman, shows much work done, including change of the more or less obsolete adjusters' loss report form, indicating in clear and concise manner the information desired. The information thus obtained materially has assisted the arson department in investigating fires and has obviated the necessity for companies to report individually to 19 states. Mississippi, which at one time accepted this service but later withdrew from the arrangement, reentered in July, 1929.

Service Greatly Increased

The loss information service increased the number of reports issued and there was corresponding activity in collecting and preparing data. Reports are available through New York, Chicago and San Francisco offices and the record now comprises 79,771 names.

This service issues cards and furnishes reports on fires of suspicious origin, excessive and fraudulent claims, assureds who have sustained three or more fire losses on their premises and also on anticipated or premeditated fires. The sub-committee suggested a plan now being tried experimentally whereby identity of an assured of similar name appearing in the loss information service record may be acquired through mercantile agencies.

Executive Committee Report

The executive committee's report by Chairman Paul L. Haid touched on the National Board's decision to report monthly fire losses, on the Hoover business conference last fall and on National Board companies' subscriptions to tax anticipation warrants in Chicago and Cook county, Ill., issued as a result of financial stringency caused by non-collection of taxes for 1928 and 1929.

Increase of appropriation for newspaper advertising from slightly under \$300,000 spent in 1929 to \$500,000 for 1930 was reported by F. D. Layton, chairman of the committee on public relations. This work has been unusually effective, he says, and the test campaigns in Alabama, Massachusetts, Missouri, Pennsylvania, Ohio, Minnesota, Wisconsin, Iowa, Oregon, Washington, Louisiana, Mississippi, Kentucky, Virginia, West Virginia, Connecticut and District of Columbia have been gratifying. The 1930 appropriation will enable the National Board to run one advertisement a month of about 4,200 lines in every English language daily newspaper in the United States.

Gives Legal High Lights

Legal high lights of last year were given by W. H. Koop, chairman of the committee on laws, emphasizing the increasing tax pressure. Because of provisions restricting companies' rights to select representatives, the committee could not approve agency qualification laws submitted last year in various legislatures.

Work of the committee on incendiaryism and arson was reported by C. V. Meserole, chairman. There were 802 arrests in 1929, 313 convictions and 200 acquittals, as compared with 699 arrests in 1928, 319 convictions and 181 acquittals.

A Horse It Was That Got Killed in the Big Blow

Adjusters on the scene of the Hastings, Neb., tornado were provided with a chuckle by a farmer with a measure of salt in his makeup or with a facility for unconscious humor. Among the entries on this farmer's reported loss was:

"One horse, very good, killed.
"Two horses, not so good, badly damaged."

tals, and 549 arrests in 1927, 274 convictions and 100 acquittals. In the last 13 years special agents investigating 13,347 fires of incendiary or suspicious origin, secured 5,062 arrests and 2,351 convictions.

Water Supply Improves

An unusually active year was reported by B. M. Culver, chairman of the committee on fire prevention and engineering standards. A review of changes in municipal fire protection in the last 26 years shows great improvement in water supply in American cities and a more definite realization of the importance of an adequate and reliable supply for fire protection purposes.

A. G. Dugan, chairman of the board of the Underwriters Laboratories, and Franklin H. Wentworth, managing director of the National Fire Protection Association, also reported on their work.

The committee on construction of buildings, reporting through Victor Roth, chairman, showed active contact had been maintained with 58 cities in revising laws or preparing new ones. Eighteen building codes have been reviewed and much constructive criticism furnished. Quality of ordinances was generally encouraging and most of them indicated that the National Board's building code has exerted strong influence.

R. P. Barbour of New York, chairman, reported for the committee on maps, showing strong sentiment for adopting a 100-foot scale in maps of dwellings and outlying sections. C. F. Shallcross, chairman, of New York, reported for the special committee on hospitals.

May Merge Protection Companies

Merger of the Rockwood Sprinkler Company with the Gamewell Company, manufacturer of police and fire telegraph systems, is under negotiation. Stock in both companies is closely held.

Pertinent Points Given by Conway at N. Y. Meeting

Superintendent Conway flayed rate cutting at the meeting of the New York Association of Local Agents in Syracuse. Some of his apt statements follow:

"When companies or men are dishonorable or dishonest in one set of circumstances they will be dishonorable or dishonest in another. When adequate rates are not charged by these companies there will not be money to pay the losses. When the time comes for paying losses, however, that will not be admitted. Instead, every subterfuge will be resorted to by the companies and probably by the agents and brokers to make up that deficiency."

In the last 15 years in the United States approximately 1,000 insurance companies, cooperatives and fraternal have failed. Apart from the few cases of dishonesty these failures were the result of charging rates which were inadequate to pay losses.

When the insuring public pays inadequate rates, it will also pay by making up the deficiency. If an agent, broker or company breaks the statute and cuts rates it is equally certain that when it comes to the paying of a loss there may be the same dishonorable conduct and the insuring public must pay.

There are three classes of companies, brokers and agents: First, those who do not know much about the insurance business or how to properly care for their assureds. They cannot compete with others in the matter of service and their only chance for a livelihood is by obtaining business at cut or inadequate rates. They put off the day of reckoning and collect whatever premiums they can in order to keep alive. They are a menace to the insurance public.

The second class is those who have knowledge and are able to compete on terms of service but become weak when they see the ignorant cut rates and stoop to their level and to their rates.

The third class is composed of those who know and are financially able to stand cut rate competition but reduce rates in order to put the cut rate carriers out of business, knowing that they themselves, have adequate capital, can stand the strain of an abnormal ratio of losses to premiums until their competitors fail or are forced out of business. They give no consideration to the welfare of the insurance public.

Underwriting Results as Shown by Figures of National Board

Underwriting Results, 1929 (Fire and Lightning Only)			
Premiums Earned.....	\$ 645,592,175		
Losses Incurred (46.47%).....		\$ 300,023,006	
Expenses Incurred (47.69%).....		307,889,332	
Profit (94.16%) (5.84%).....			37,679,837
100.00%	\$ 645,592,175	\$ 645,592,175	
Taxes.....		\$ 30,526,877	
Proportion of 1928 Taxes to Net Premiums Written.....		3.88%	
Proportion of 1929 Taxes to Net Premiums Written.....		4.65%	
Underwriting Results (1925-1929, Incl.) (Fire and Lightning Only)			
Increase.....			.77%
Premiums Earned.....	\$3,146,640,504		
Losses Incurred (50.88%).....		\$1,600,968,690	
Expenses Incurred (48.00%).....		1,510,339,967	
Profit (98.88%) (1.12%).....			35,331,847
100.00%	\$3,146,640,504	\$3,146,640,504	
Taxes (1925-1929, Incl.).....		\$ 117,435,346	
Proportion of Taxes to Net Premiums Written.....		3.60%	

Restate Missouri Refund Plan to Dispel Confusion

AGENTS SEEK GREATER VOICE

Subscribers Committee Says Plan Is Dictated by Terms of Original Bond

In an endeavor to dispel confusion which has developed in the Missouri refund, the Subscribers Actuarial Committee has circularized members with a restatement of the method to be pursued in making repayment, emphasizing certain features about which criticism has been made and confusion has existed.

Criticism has emanated from the east that the actuarial committee should have recommended a uniform plan for handling the refund instead, as it is claimed, of suggesting that each office follow its own device. Eastern offices as well as western have been besieged with suggestions from Missouri agents, most of whom want a greater part in the proceedings than the companies are conferring. This has added to the confusion of executives.

Disclaim Responsibility

In the statement the actuarial committee disclaims responsibility for the refund procedure. The plan is dictated by the terms of the bond, it is pointed out, which was posted when the Missouri rate litigation started. The companies are allowed little latitude and the committee is merely disseminating information, not dictating.

The latest bulletin of the committee states that the form of notice to the assured suggested in the original bulletin on the refund method was advisory only. "There is no reason why you may not add to it, inasmuch as the notice embodies simply the minimum requirements," the bulletin adds.

The committee reminds members that companies are not compelled to recognize any claim for refund unless it is presented in writing. "When such written demands are presented and found in order they should be promptly liquidated."

Suggested Procedure

The committee suggests that agents authorized to make the refund payments, secure the indorsement of the assured on the back of the company's letter to the policyholders.

"I hereby demand refund," is the form of indorsement suggested by the committee, "of \$.... refund as shown on the reverse side of this sheet and certify that I paid the whole premium and am entitled to the whole of such refund."

The bulletin concludes with the statement that the method of making actual payment is a matter for the individual company to decide.

This is a notice which one company has prepared for its Missouri policyholders and is said to be typical of those used by other companies:

"The books of this company show that you are entitled to a refund of premiums under the above numbered policy, by the terms of the ten percent reduction order made by the superintendent of the insurance department of Missouri, on Oct. 9, 1922. The amount of refund according to our records is shown at the top of this letter.

Typical Notice to Assured

"You are notified that demand for such refund should be made in writing within ninety days from the date of this notice and that such written demand may be made upon any authorized agent of this company in Missouri, or demand may be made upon the superintendent of the Missouri insurance department.

"For your information be advised that — is one of the authorized agents of this company."

The Fire Underwriters Association of St. Louis has gone on record as favoring
(CONTINUED ON NEXT PAGE)

*Speed--
Accuracy--*

*Postal Telegraph flashes
messages to 70,000 points
in the United States . . .
8,000 in Canada . . .*

KEYED to quick thinking, quick action, modern executives demand equally prompt transmission of their decisions. More and more they are turning to Postal Telegraph.

Daily across Postal Telegraph's vast network of wires speed increasing thousands of orders, quotations, reports, reservations . . . *Written records* handled with dispatch and accuracy that spell more business, better business relations.

An alert, courteous messenger to pick up your message . . . highly trained operators to send and receive it . . . another alert messenger to deliver it . . . or sending and receiving via the new typing telegraph equipment. Throughout each rapid transaction you are conscious of a high morale, a courteous efficiency, a definite sense of *extra service* which distinguish Postal Telegraph today.

*... and by coördinated cable or radio
to foreign points . . . ships at sea*

Postal Telegraph, through affiliation in the vast International System, goes to Europe, Asia and the Orient over Commercial Cables; to the West Indies, Central and South America over All America Cables; and to ships at sea through Mackay Radio. The only American telegraph company that offers a coördinated communications service.



Postal Telegraph



*Commercial Cables
All America Cables
Mackay Radio*



COVERAGES EFFECTED

FIRE,
AUTOMOBILE,
TORNADO,
RENTS,
LEASEHOLD,
EXPLOSION,
RIOT and CIVIL
COMMOTION,
PROFITS AND
COMMISSION,
USE & OCCUPANCY

AUTOMOBILE COVERAGE

PATRIOTIC INSURANCE COMPANY of AMERICA

HEAD OFFICE
55 FIFTH AVENUE, NEW YORK

OSWALD TREGASKIS, *President*

WESTERN DEPARTMENT
WRIGLEY BLDG., CHICAGO
JOHN F. STAFFORD, *Manager*

PACIFIC DEPARTMENT
SAN FRANCISCO
C. A. HENRY, *General Agent*

Dependability

Men are judged by their character and one of the greatest elements of character is dependability. This measuring stick of dependability applies to the character of institutions and organizations as well as individuals.

The Patriotic has passed the tests of dependability and back of that—even before Patriotic became a company, people had been depending on the Sun, the OLDEST INSURANCE COMPANY IN THE WORLD. This same dependability that has marked its progress in the past is the best evidence of dependability in the future.

"Wildcat" Representatives Now Renewing Activities

OPERATE FROM NEW ALBANY

Insurance Departments Send Out Warning to the Public Against Unlicensed Companies

The Associated Underwriters Agency of New Albany, Ind., headed by R. O. Davis, president, and R. O. Davis, Jr., vice-president, which until two years ago served as a branch office of J. P. Wilkinson & Co. of Wilmington, Del., alleged dealers in "wildcat" insurance, again is active. Policyholders of the office several years ago complained to insurance departments of many states that they were unable to obtain proper loss settlements. The Associated Underwriters Agency now is reported to be placing business with the "National Underwriters" and the "Southwestern Underwriters," both of Wilmington, S. D., the Dixie Mutual and Bankers Mutual of Fort Worth and Lloyds of Texas, Dallas. The two underwriters companies are not listed. The Dixie Mutual and Bankers Mutual operate with very limited resources and the Lloyds of Texas is now being liquidated. The Dixie Mutual at the end of last year had cash surplus of only \$2,979.

Promise "100 Percent Service"

A number of agencies have recently received postal cards from "National Underwriters, Inc.," which set forth in bold face type that 100 percent service was guaranteed "through additional fire insurance facilities" in companies licensed in New York, Indiana, Delaware, New Jersey, District of Columbia, with "service plus for surplus lines." The office address was given as 815 Shipley street, Wilmington, Del.

Commissioner Shaw of Delaware says the concern was incorporated in Delaware some time ago, but steps have been taken to have the charter rescinded. The charter, in any case, does not give it the right to sell insurance. The office, 815 Shipley street, Wilmington, is a print shop and is used only as a point from which to relay mail to an office in New York City. J. P. Wilkinson is supposed to be "the man behind the gun."

WARNING FROM MICHIGAN

LANSING, MICH., May 28.—The Michigan department has taken up the cudgels again against J. P. Borgerding, Inc., an agency in New Albany, Ind., which has been soliciting Michigan agents for surplus lines via the mails.

A warning has been issued to all Michigan agents to avoid any connections with this agency, as an investigation by the department has failed to disclose anything to be said in its favor. The agency's circulars fail to disclose what carriers are utilized to handle the special hazard business sought, but it is declared that they are American stock companies. A direct inquiry addressed by the department to the New Albany outfit has not been replied to although the inquiry was dispatched a month ago. C. C. Wysong, Indiana commissioner, informed the Michigan department, however, that he was certain companies were being used which are not licensed here. He said he did not know the exact identity of the carriers.

Make Talkie of Salvage Work

Modern methods of fire salvage work are being depicted in the talking picture which is being prepared for the International Association of Fire Chiefs. Ralph J. Scott, chief engineer of the Los Angeles fire department and president of the international association, is supervising production of the picture. It is being financed by various organizations interested in fire prevention.

High Loss Ratio Cities Are Shown

The committee on statistics and origin of fires of the National Board gives the following cities last year in which the losses exceeded \$5 per capita, which is regarded as a high figure:

No. Tonawanda, N. Y.	\$25.69
Wausau, Wis.	24.94
Parkersburg, W. Va.	18.56
Gadsden, Ala.	11.65
Burlington, Ia.	10.44
Burlington, Vt.	9.90
Sheboygan, Wis.	9.86
Atlantic City, N. J.	9.67
Asbury Park, N. J.	9.04
Bloomington, Ill.	8.90
Nashville, Tenn.	8.59
Gardner, Mass.	8.51
Spartanburg, S. C.	8.50
Saginaw, Mich.	8.25
Danville, Va.	8.18
Gloversville, N. Y.	7.63
Portland, Me.	7.53
Leominster, Mass.	7.39
Ithaca, N. Y.	7.31
Lexington, Ky.	7.31
Hagerstown, Md.	7.29
Ft. Worth, Tex.	7.22
Alexandria, La.	6.65
Logansport, Ind.	6.57
Aurora, Ill.	6.48
Morgantown, W. Va.	6.48
Dallas, Tex.	6.35
Rock Island, Ill.	6.25
Spokane, Wash.	6.22
Elmira, N. Y.	6.14
Waco, Tex.	6.01
Passaic, N. J.	5.97
Chicago Heights, Ill.	5.88
Wichita Falls, Tex.	5.85
Chelsea, Mass.	5.73
Concord, N. H.	5.61
E. Providence, R. I.	5.47
Gloucester, Mass.	5.47
Northampton, Mass.	5.39
Taunton, Mass.	5.33
Worcester, Mass.	5.30
Norristown, Pa.	5.30
Boston, Mass.	5.18
Bradford, Pa.	5.15
Omaha, Neb.	5.13
Revere, Mass.	5.12
Cumberland, Md.	5.04

*These cities in this class in two of the five years.

†In this class three of the five years.

‡In this class four of the five years.

§In this class five years.

Senate Adopts Bill for Study of Crop Insurance

WASHINGTON, May 28.—Legislation authorizing the Secretary of Agriculture to investigate all phases of crop insurance was adopted by the senate without debate May 23. The measure now goes to the house for action.

The bill authorizes the secretary to establish a special unit in the bureau of agricultural economics to secure and study data regarding the progress, organization and methods of writing crop insurance in this country and abroad; to gather, tabulate and analyze data pertaining to crop insurance, such as crop yields, crop damage, climatic and other factors; to study and devise plans and methods for writing crop insurance, and to publish and disseminate the information which it secures.

Restate Missouri Refund Plan to Dispel Confusion

(CONTD FROM PRECEDING PAGE)

the making of refund through the local agent who wrote the business. The argument is that agents know the last mailing address of the insured, information which the company often does not possess.

The Missouri Inspection Bureau has also sent out a bulletin describing the terms of the bond and advising the companies that these terms must be complied with immediately.

safety equipment and affiliated industries. The Metropolitan Sound Studios of Hollywood are producing the picture.

Write *The National Underwriter*, Cincinnati, for "The Value of Knowing," a free booklet on property insurance.

North Carolina Agents Hold Annual Meeting

OTSTOT MADE PRESIDENT

Resolutions Condemn the Church Properties Insurance Corporation—Adequate Qualification Law Urged

At the annual meeting of the North Carolina Association of Insurance Agents at Elizabeth City, Sherman G. Otstot of Asheville was elected president; Richard Mears, Wilmington, first vice-president; Thomas C. Hayes, Charlotte, second vice-president; C. W. Coghill, Rocky Mount, regional vice-president; W. S. Markham, Durham, secretary-treasurer. Mr. Markham was reelected. Asheville was selected as the place for the next annual meeting. Col. Walker Taylor of Wilmington and Francis Womack of Reidsville were elected honorary presidents, owing to their splendid services to the state and organization. Sam Ruffin of Raleigh presided at the meeting and retired from the presidency. He is one of the foremost local agents in the state and has received much applause for the manner in which he has conducted the organization.

Three Addresses Given

There were three addresses of moment, one by James T. Catlin, Jr., Danville, Va., who represented the National association. He reviewed its career and spoke of some of the subjects now engrossing its attention. L. L. Hall, secretary of the National Bureau of Casualty & Surety Underwriters, and Sherwood Brockwell, state fire engineer, spoke.

The resolutions look with "strong disfavor on the Church Properties Insurance Corporation" and ask loyal companies not to render it any assistance on the ground that the corporation operates in detriment to the insurance business.

The resolutions also request the state authorities to ask the incoming legislature to make proper provision for adequately protecting its institutions against fire to the end that a catastrophe similar to that brought about by the fire in the Ohio state penitentiary may be avoided. The resolutions also urged the insurance commissioner to use his best efforts toward securing the enactment of a fair and equitable agency qualification law so that the insuring public may secure the best possible results from insurance contracts.

L. L. Hall's Talk

In his talk Mr. Hall outlined in untechnical terms the underlying principles of rate making in workmen's compensation insurance; a subject with which he is very familiar, having been importantly connected with the National Council of Compensation Insurance for a number of years prior to his assuming his present post. He pointed out that industrial production should be taken into the reckoning as well as pay rolls in arriving at base rates for industrial plants, illustrating the point by showing the added liability in the automobile mileage traveled by the average motorist today compared with that of several years ago, before the era of closed machines and excellent roadways induced to extended driving, practically the year round.

Some Points of Discussion

Charles P. Mason, who was first vice-president last year, has sold his agency at Pinchurst to the Tufts but was made an honorary member. There was considerable discussion concerning the Interstate Underwriters Board and the competition with the Carolina Automobile Club through the Automobile Insurance Specialists of Greensboro selling insurance in the American Motorists Insurance Company. The North Carolina

Supreme Court Reinstates O'orman & Young Cases

INVOLVES NEW JERSEY LAW

Constitutionality of Statute Regulating Commissions Attacked—Review Once Refused

WASHINGTON, May 28. — The United States Supreme Court has restored to its docket the suits of O'orman & Young, against the Hartford Fire and the Phoenix Assurance, which the court on Dec. 9 refused to review. The order for reargument of the case was issued May 26.

The suits, which will be heard as one, involve the validity of the New Jersey statute prohibiting fire companies from paying one agent a greater commission than is paid others. The plaintiff for a number of years had represented the two companies on a basis of 25 percent commissions, following enactment of the statute in 1928, the companies, which had New Jersey agents to whom they were paying only 20 percent, refused to pay more than that commission on the ground that it would be unlawful. The New Jersey courts held the statute valid, declaring that the fire insurance business is affected with a public interest and is therefore subject to reasonable regulation, and the agency appealed.

Call Statute Unconstitutional

In petitioning for a review of the lower court's decision, the brief for the agency contended that the statute is in violation of Article I, Section 10, paragraph 1 of the constitution, forbidding any state to pass any law impairing the obligation of contracts, and of Section 1 of the fourteenth amendment, forbidding any state to deprive any person of property without due process of law.

The New Jersey legislature, the court was told, has no power to regulate the amount of compensation to be paid fire insurance agents, is without power to prohibit private contracts as to the amount of compensation to be given by employers to their adult employees, and the power to regulate rates to be charged the public does not imply power to invade the field of private management. The statute, it was asserted, is arbitrary and unnecessary, because the declared purpose of promoting reasonable insurance rates can be accomplished by the simple and direct means of rate regulation, and is not in fact promoted by regulating the compensation of insurance agents.

"The statute in its effect destroys alike the right of the company to pay and the right of the agent to receive a reasonable amount or an amount mutually agreed upon," it was contended, "for the compulsion of the penal provisions prevents the company, and in these cases did prevent the company, from compensating its agents except in conformity with the statutory restrictions."

agents are faced with an acute bank agency situation owing to the North Carolina Bank & Trust Co. getting into the insurance business and operating through a chain of banks.

Miscellaneous Notes

Charles P. Wurta, veteran insurance broker of Chicago, died this week at the age of 71 after a lingering illness. He resided at Evanston, Ill.

The town inspection of Bluffton, Ind., under the direction of the Indiana State Fire Prevention Association and the auspices of the local Chamber of Commerce, was one of the most successful that has been held. O. E. Lesh, chairman of the chamber of commerce insurance committee, was toastmaster. J. J. O'Brien, of the Indianapolis fire department, was the principal speaker, and William Curran, superintendent of the Indianapolis Salvage Corps, and Thomas Johnson, dealer in fire apparatus, also spoke.

THE SATURDAY EVENING

Check your worries before you start

Insure PERSONAL EFFECTS now

VACATION BAGGAGE, especially, needs this protection; but many of your family's personal possessions will be exposed to danger many times through the entire year—in transit, in hotels, in checkrooms, etc. It pays to insure on the all-family, all-year basis, which costs proportionately less than short-term, vacation insurance.

The ALLIANCE offers three forms of Personal Effects Insurance. For advice as to which is best for your purposes, ask your ALLIANCE agent.

Make a PERSONAL Inventory Put down the value of your distinctive personal belongings, such as:

- Clothing
- Jewelry
- Books
- Golf Equipment
- Tennis Goods
- Fishing and Hunting Outfits
- Cameras
- Umbrellas
- Watches
- Musical Instruments
- Travel Articles

TOTAL

When you count in the possession of the rest of your family, the total is still more impressive—far too much to leave unprotected.

Helping The Alliance Agent during the vacation period and all year 'round.

Ask your ALLIANCE



THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA

Head Office: 1600 Arch Street, Philadelphia

CHICAGO
209 W. Jackson Blvd.

SAN FRANCISCO
231 Sansome Street

ATLANTA
8th Floor, Hurt Bldg.



Benjamin Franklin invented Lightning Rods

ON account of his great versatility, Franklin has sometimes been compared to the famous Leonardo Da Vinci—painter, sculptor, writer, scientist, etc. Among his many notable achievements was the invention of the lightning rod which has saved so many buildings from destruction.

In spite of lightning rod protection, millions of dollars worth of property are destroyed by lightning every year.

The Franklin Fire Insurance Company, the first to perpetuate the name of Franklin, has for more than a century furnished sound reliable insurance against fire, lightning, and other hazards to property.

The FRANKLIN FIRE INSURANCE COMPANY

ORGANIZED 1829



WILFRED KURTH, Pres.

CHANGES IN THE FIELD

JOINS THE NATIONAL UNION

E. K. McDowell Becomes General Agent in the Underwriting Department in Southwest

E. K. McDowell joins the National Union Fire of Pittsburgh, serving as general agent in the underwriting department in a supervisory capacity for the southwestern states, Mississippi, Louisiana, Arkansas and Texas.

He brings a wealth of experience into his new connection, as he is one of the better known field men of the southern territory. He started his career with the old Phenix of Brooklyn, subsequently serving the L. & L. & G., North British & Mercantile and Transcontinental in various capacities. More recently he was state agent for Texas of the National Fire of Hartford.

H. A. WELCH TAKES NEW POST

Made State Agent in Minnesota and the Dakotas for the National Union Fire

H. Arthur Welch has been appointed state agent for the National Union in North Dakota, South Dakota and Minnesota, with the exception of Minneapolis and St. Paul. For five years Mr. Welch has been manager for the Travelers Fire in those states. Before that he traveled North and South Dakota for the Firemen's of Newark, and he also served a term in the offices of the Western Adjustment.

Mr. Welch's headquarters will be at 924 Metropolitan Bank building, Minneapolis.

Mr. Welch succeeds B. O. Robinson, who has become state agent for the Security of New Haven with headquarters at Omaha.

Gordon Rice

Gordon Rice, formerly with the King-Smith Adjustment Co. at Paducah, Ky., previously farm special agent for the Niagara and at one time with the Hartford in Tennessee, has become special agent for the farm department of the National Union Fire. He will make his headquarters in Paducah for the present.

O. H. Sturgeon

O. H. Sturgeon has resigned as special agent in southern Illinois and southern Indiana to become special agent for the Monarch Fire in Illinois, Wisconsin and Iowa, working under State Agent W. E. Jowien. Mr. Sturgeon, who had been with the Rhode Island for nearly a year, previously traveled for the Northwestern National.

PAUL GOES TO PENNSYLVANIA

N. N. Husted of Pittsburgh Assigned to Southern Minnesota by the North British Fleet

Walter H. Paul, now state agent in southern Minnesota for the North British & Mercantile fleet, will exchange territories with N. N. Husted, for some years past state agent in western Pennsylvania for the North British and the



WALTER H. PAUL

Commonwealth with headquarters at Pittsburgh. Mr. Paul has been with the North British group for the past eight years, first as a special agent and since 1927 state agent for the southern division of Minnesota. O. R. Van De Wall continues as state agent for the northern section, as does E. R. Barrows as state agent for central Minnesota.

Mr. Paul was formerly in charge of the insurance department of the First National Bank of Sleepy Eye, Minn., becoming special agent of the North British when R. R. Chapman was state agent.

Read Prospers on Coast

Irving E. Read, prominent insurance broker and attorney in Chicago before moving to Los Angeles several months ago, is reported to be gaining rapid success in partnership with Paul Nourse, who represents the Standard Accident, Central West Casualty and helps in the legal work in California of the New York Indemnity. Mr. Read was one of the founders of the Insurance Brokers Association of Illinois and was its secretary until he moved to Los Angeles.

Average Rate Now Lowest in History

Aggregate earned premium income of \$645,592,175 was derived from fire and lightning business of member companies in the National Board last year, President James Wyper reported at the annual meeting May 22. This compared with \$639,979,668 in 1928 and \$627,558,621 in 1927.

Although gain in premium income over 1928 was proportionately small, he pointed out, the total amount at risk was increased \$13,887,565,159 as a result of the very large volume of new building construction throughout the country. This, however, was largely offset by a further recession of average rate to .8008 per \$100, the lowest ever reached in American fire insurance. Therefore, the real gain of companies last year came from moderate improve-

ment in underwriting, largely from \$4,000,000 decrease in incurred expenses.

Member companies obtained from fire and lightning insurance last year aggregate underwriting credit balance of \$37,679,837, or 5.84 percent, against \$30,189,567, or 4.72 per cent in 1928, and \$30,932,388, or 4.93 percent in 1927. In 1926 there was a debit balance of \$23,738,595, or 3.74 percent.

Unfortunately, he pointed out, this improvement did not come from a positive lessening of the country's fire losses, for the Actuarial Bureau reports, based on member companies' experience, plus 25 percent allowance for uninsured and unreported losses, showed fire loss in the United States last year was \$473,574,019, against \$464,607,102 in 1928 and \$560,548,624 in 1926.

Increase in Number of Fires in Larger Cities of Nation Shown

The committee on statistics and origin of fires of the National Board states that the fire loss last year was \$473,574,019, an increase of \$8,966,917. The committee finds that there is a continuous increase in the number of fires in the larger cities, accompanied, however, by a decrease in the average loss per fire. The chiefs report an average of 98 percent of fires confined to building or place of origin. The report

states that 30 percent of the fires are due to strictly preventable causes, 25 percent partly preventable, and 45 to unknown. It gives as evidence of this condition of increasing number of fires with declining average loss ratio the record of the five largest cities:

The committee states that the per capita fire loss is 61 cents in London, 96 cents in Glasgow, 60 in Lyon and 11 in Stuttgart.

	New York	Chicago	Phila- delphia	Detroit	Los Angeles
Average number of fires yearly... (1920-1924, inclusive)	18,484	15,536	5,414	5,321	4,062
Average number of fires yearly... (1925-1929, inclusive)	25,610	20,358	6,871	9,306	7,883
Percentage of increase.....	39%	31%	27%	75%	94%
Average loss per fire..... (1920-1924, inclusive)	\$1,082.42	\$464.72	\$1,186.18	\$619.75	\$363.71
Average loss per fire..... (1925-1929, inclusive)	732.87	675.18	793.25	451.36	304.83
Percentage of decrease.....	32%	45%*	33%	27%	16%

*Increase.

INSURANCE STOCK QUOTATIONS

By H. W. Cornelius & Co., 105 South La Salle St., Chicago, as of May 26

Stock	Par	Bid	Asked	Div. per Share	Stock	Par	Bid	Asked	Div. per Share
Aetna Cas. & S.	10	140	145	1.60	Lloyds Cas.	10	10	14	.60
Aetna Fire.....	10	69	72	12.00	Md. Casualty....	25	87	89	5.00
Aetna Life.....	10	90	92	11.20	Mass. Bonding..	25	124	130	4.00
Agricultural	25	130	140	4.00	Merchants, Com.	10	88	93	...
Allemania.....	50	210	...	12.50	Merchants, Pfd.	100	112	...	7.00
Amer. Alliance..	10	33 1/2	35 1/2	1.60	Merch. & Mfrs...	5	21	23	1.00
Amer. Drug. F.	25	90	...	2.00	Metropolitan, Ill.	10	10	12	1.00
Amer. Equitable.	5	22	25	1.50	National Cas. ...	10	20	22	1.20
American.....	5	19 1/2	21	1.00	Natl. Fire, Conn.	10	76	78	12.00
Amer. Reserve..	10	56	60	4.00	National Liberty	5	16 1/2	17 1/2	.50
Amer. Surety...	25	127	130	6.00	National Union..	100	275	285	12.00
Automobile.....	10	42	44	1.80	National Surety.	50	88	90	5.00
Baltimore Amer.	5	24	26	.60	New Amster. Cas.	10	40	41	2.00
Bankers & Ship.	25	120	130	6.00	New Brunswick..	10	30	33	1.50
Boston.....	100	775	800	16.00	New Cent. Cas...	50	80	...	6.00
Brooklyn.....	5	23	25	1.20	New England....	10	33	36	1.00
Camden.....	5	25	27	1.00	New Hampshire..	10	59	64	1.60
Carolina.....	50	30	33	1.50	New Jersey.....	20	48	52	2.50
Centl. West Cas.	10	50	60	2.00	New York Fire...	5	20	22	1.20
Chgo. F. & M...	10	14	16	...	Northern, N. Y.	25	100	110	4.00
City of N. Y....	100	575	600	16.00	North River.....	10	62	65	1.80
Colonial States.	10	16	18	...	N. W. National..	25	110	120	5.00
Commercial Cas.	10	45	50	2.00	Occidental.....	10	23 1/2	25 1/2	...
Constitu. Indem.	10	10	13	.50	Pacific Fire.....	25	125	135	6.00
Continental Cas.	10	38 1/2	40	1.60	Pacific Indem....	50	200	215	6.00
Continental	10	64	65	2.40	Pacific Mut. Life	10	87	89	2.00
Detroit F. & Sur.	50	27	32	4.00	Peoples National	5	15	16	1.00
Detroit National	25	25	30	1.25	Philadel. Natl...	10	20	23	...
Federal, N. J....	10	70	80	12.00	Phoenix, Conn...	10	86	88	12.00
Federal Surety..	15	19	23	...	Preferred Accel.	20	66	69	3.00
Fidelity & Dep.	50	185	190	9.00	Presidential	25	34	39	...
Fid. & Guar. Fire	10	42	44	...	Prov. Wash.....	10	76	78	12.20
Fidel.-Phoenix...	10	76	78	2.60	Public Fire.....	5	16	18	...
Fire Association	10	38 1/2	39 1/2	2.50	Reliance.....	10	16	18	1.20
Fireman's Fund.	25	102	104	5.00	Republic.....	10	27	30	2.00
Firemen's.....	10	34	36	2.20	Rhode Island....	10	30	35	1.20
Franklin.....	5	33	35	...	Roch.-Amer. Ins.	10	48	51	1.00
Ga. Casualty....	5	...	15	...	Rossia.....	10	37	39	2.20
Glens Falls....	10	56	58	1.60	Security, Conn...	10	38	41	...
Globe & Rutgers	100	1100	1140	24.00	Springfield.....	25	154	162	4.50
Gr. Amer. Indem.	10	34	39	...	St. Paul F. & M.	25	210	220	5.00
Great American.	10	36	37 1/2	1.60	Standard Accel.	50	225	250	6.00
Great Lakes....	10	11	14	1.00	Stuyvesant.....	25	60	70	12.00
Halifax.....	10	26	27 1/2	1.00	Sylvania.....	10	22	24	1.50
Hanover.....	10	52 1/2	54 1/2	1.60	Transpor. Indem.	10	12	16	...
Harmonia.....	10	31	34	1.50	Travelers.....	100	1485	1510	24.00
Hartford Fire...	10	78	80	12.00	U. S. Fire, N. Y.	10	76	80	2.40
Htfd. Steam Boil.	10	68	70	11.60	U. S. Casualty...	25	72	77	3.00
Home, N. Y....	10	45	47	12.00	U. S. Fid. & Guar.	10	42	44	2.00
Home Fire Sec...	10	21 1/2	22 1/2	...	U. S. Mer. & Sh.	100	400	425	8.00
Homestead.....	10	23	25	1.00	Victory.....	10	16	18	1.20
Importers & Exp.	25	60	65	4.00	Virginia F. & M.	25	105	115	4.50
Independ. Indem.	5	12 1/2	14 1/2	...	Westchester.....	10	63	65	2.50
Independ. Fire...	5	7	9	...					
Ins. Co. of N. A.	10	78	79 1/2	2.00					
Knickerbocker..	5	29	32	1.50					
Lincoln, N. Y...	10	37	39	...					

*Extra dividend paid.
†Indicated on new stock.
‡Old.

National Union Charge Is Entirely Unfounded

At the annual meeting of the New York State Association of Local Agents last week it was announced that protest had been filed with states and organizations interested in New England insurance on account of the supposed cut rate offer that had been reported put into effect on hotel risks in New England by the National Union. It was said that the company had offered a 10 percent cut. Secretary F. J. Breen states that this is entirely erroneous. The National Union declined the risk in question and would have nothing to do with it.

Issue Brought to Head in Part Time Agent

HARTFORD, May 28.—Interesting litigation over a recent duling by Commissioner Dunham, which practically refuses licenses to part time agents, is forecast by action of A. L. Thalheimer of Hartford, who obtained from Judge Foster in the superior court an order for the commissioner to appear June 6 and show cause why a license should not be issued to Mr. Thalheimer, who has been in the business for 25 years.

"Income Building Knowledge," a free booklet for **casualty men**. Write The National Underwriter, Cincinnati.

"AT HOME"

It's a feeling that we are trying to hold foremost in our contacts with our agents.

DID YOU EVER KNOW

That a Company could be human to the extent of considering every agent as a personality, and doing everything possible to make him feel "at home."

THE SECURITY FIRE HOLDS IT THEIR DUTY TO KNOW THEIR AGENTS

We have a field man in your state "anxious to Know You and Serve YOU."

Illinois
Indiana
Iowa
Michigan

Small	ENOUGH	To Know You
Strong		To Protect You
Old		To Serve You

Ohio
Pennsylvania
Wisconsin

ASSETS

	Assets	Surplus to Policyholders
1920.....	\$1,085,861.85	\$300,653.99
1921.....	1,145,225.98	350,888.71
1922.....	1,178,100.24	412,192.76
1923.....	1,274,933.70	493,216.00
1924.....	1,290,004.85	518,108.58
1925.....	1,481,724.73	601,820.30
1926.....	1,509,068.94	640,548.34
1927.....	1,588,927.26	701,429.94
1928.....	2,068,162.51	1,060,961.97

1929 - - \$2,197,461.36 - \$1,083,103.14

We will tell you more about this Company—or our field man will call if you will tell us you want to feel "at home."

SECURITY FIRE INSURANCE CO.

of Davenport, Iowa

Tested By the Fires of Two Centuries



THE LONDON ASSURANCE CORPORATION

UNITED STATES BRANCH
150 William St., New York

EVERETT W. NOURSE, United States Manager

CHRIS D. SHEFFE, Assistant Manager

**TWO HUNDRED AND TEN YEARS OF
HONORABLE DEALING WITH AGENT,
POLICYHOLDER, AND COMPETITOR**

TRADITION CHARACTER STRENGTH

AFFILIATED COMPANY

THE MANHATTAN FIRE AND MARINE INSURANCE COMPANY

EVERETT W. NOURSE, President
150 William St., New York



Automobile (All Covers)
Fire and Tornado
Public Liability
Plate Glass

**UNION INSURANCE COMPANY
OF INDIANA**

Executive Office—Indianapolis, Ind.

A strong, progressive stock company, organized in 1849 and doing business in Indiana, Illinois, Oklahoma and Missouri.

Wide-awake agents, seeking a good connection are invited to address the executive office at Indianapolis.

Annual Fire Loss Is Given for 55 Years in the U. S.

(From the National Board)

Year	Aggregate Property Loss	Year	Aggregate Property Loss	Year	Aggregate Property Loss	Year	Aggregate Property Loss
1875....\$	78,102,285	1903....	\$145,302,155	1893....	167,544,370	1921....	495,406,012
1876....	64,630,600	1904....	229,198,050	1894....	140,006,484	1922....	506,541,001
1877....	68,265,800	1905....	165,221,650	1895....	142,110,233	1923....	535,372,782
1878....	64,315,900	1906....	518,611,800	1896....	118,737,420	1924....	549,062,124
1879....	77,703,700	1907....	215,084,709	1897....	116,354,575	1925....	559,418,184
1880....	74,643,400	1908....	217,885,850	1898....	130,593,905	1926....	561,980,751
1881....	81,280,900	1909....	188,705,150	1899....	153,597,830	1927....	472,933,969
1882....	84,505,024	1910....	214,003,300	1900....	160,929,805	1928....	464,607,102
1883....	100,149,228	1911....	217,004,575	1901....	165,817,810	1929....	*473,574,019
1884....	110,008,611	1912....	206,438,900	1902....	161,078,040		
1885....	102,818,796	1913....	203,763,550				
1886....	104,924,750	1914....	221,439,350				
1887....	120,283,055	1915....	172,033,200				
1888....	110,885,665	1916....	258,377,952				
1889....	123,046,833	1917....	289,535,050				
1890....	108,993,792	1918....	353,878,876				
1891....	143,764,967	1919....	320,540,399				
1892....	151,516,098	1920....	447,886,677				

Note—Previous to 1916 figures obtained from the records of the "Journal of Commerce," deducting the Canadian losses. Subsequent years based on returns to actuarial bureau committee, adding 25 percent for unreported and uninsured losses.

Comparative Fire Losses

Year	Population	Total Loss	Per Capita
1925—Whole country	115,378,094	\$559,418,184	4.85
370 cities	45,297,469	\$160,011,951	3.53
1926—Whole country	117,136,000	\$561,980,751	4.80
377 cities	53,243,778	\$178,178,874	3.35
1927—Whole country	119,320,000	\$472,933,969	3.96
406 cities	51,291,549	\$144,618,641	2.82
1928—Whole country	120,013,000	\$464,607,102	3.87
445 cities	51,836,000	\$140,038,116	2.70
1929—Whole country	120,700,000	\$473,574,019	3.92
473 cities	53,411,000	\$145,059,043	2.72

*Estimated from records of the Actuarial Bureau.
†Figures reported by fire departments.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

ADJUSTMENT BUREAU REPORT

At the annual meeting of the National Board, Paul L. Haid, president of the American Fore group, who is chairman of the committee on adjustments, said that a year ago the membership authorized the formation of the Fire Companies Adjustment Bureau and the committee was instructed to engage a general manager. The committee has interviewed a number of people but it has been unable to secure the services of one, who in its opinion, will bring the necessary qualifications. It hopes, however, to make some announcement in the near future.

The affairs of the Southern Adjustment Bureau were taken over by the new organization, April 1. Chairman Haid said that since that time its affairs have shown a decided financial improvement and it has secured a larger measure of support. The report says that requests have been received from chief executives that the Fire Companies Adjustment Bureau assume control of other company owned territorial adjusting units and establish branches in territories not so served. It declares that the conditions in these several localities are being investigated and it is believed that within the coming year a number of additional branches will be established.

In assuming the affairs of other bureaus or establishing additional branches the committee states that it will keep in mind the advisability of bringing to the bureau the services of the capable and efficient independent adjusters and wherever possible give them an opportunity to become affiliated with the bureau if they so desire. The report states that the discussion of adjustment conditions and the organization of the new bureau have improved the work of both company owned organizations and independent adjusters.

FOUNDERS GROUP LARGE HOLDER

A report showing the stock holdings of the Founders group reveals that it is a large shareholder in the insurance field. It owns 14,770 shares of Aetna, 30,000 shares of Insuranshares and General Management, 222,000 shares of Insuranshares of Delaware, 7,752 shares of Maryland Casualty. It also has substantial holdings in American Alliance,

Continental, Fidelity-Phenix, Life Insurance of Virginia, Missouri State Life, National Life & Accident and Travelers.

BROX IS ORGANIZED

Insurance agents and brokers in upper New York City have formed the Bronx Insurance Men's Association, one of the purposes of which will be "to endorse and encourage desirable, and to obstruct and prevent undesirable legislation pertaining to insurance."

Every local agent should subscribe for a personal copy of The National Underwriter.

NOTICE Companies Opportunity

To secure services of first class competent experienced fire underwriter, capable of handling large volume of business and having record of lowest loss ratio. I am seeking a responsible position as underwriter, agency superintendent, examiner or manager of local agency. Middle aged, 25 years' experience with large leading companies, last 10 years with Western Department of America Fore Group. Address P-67, The National Underwriter.

WANTED

Inspector with three years Analytic Schedule experience and knowledge of sprinkler systems. Preferably single, alert, studious, willing to please, good appearance. Central Western location, not much traveling. Give complete outline of previous training and connections, age, photograph, salary expectations. Address P-68, The National Underwriter.

Accountant Wanted

Wanted, experienced accountant by fire insurance company outside of Chicago. Address P-69, The National Underwriter.

POSITION WANTED

by a producer as Field Man for an established Fire or Automobile Company. Middle aged, married man with twenty years local agency experience. Strong on fire and allied lines. Nebraska or Oklahoma preferred. References. Address P-61, The National Underwriter.

Wanted to Buy—For Cash

One or more local agencies in Port Huron, Michigan. Give full details. All information will be treated confidentially. Address P-65, The National Underwriter.

EDUCATIONAL SECTION

Predicts Great Future in Aviation Cover

There is a tremendous future in aviation insurance due to a large and fast growing public interest in flying, and even in this formative state of the industry there is considerable of this business to be picked up, Paul Brown, manager of the casualty department of Bowes & Co., and an aviation insurance specialist, told members of the Insurance Club of Chicago at the weekly luncheon. Bowes & Co. writes for Barber & Baldwin of New York, one of the pioneers in this business.

Pilot Is Important Factor

"Underwriting aviation revolves mostly around the pilot," Mr. Brown says. "The pilot involves 70 percent of the risk. Next in importance is the type of engine and plane. Fifty percent of the engines now in use were made during the war and it will be some time before these are eliminated. Third in importance is use to which the plane is put, whether a passenger transport, for school purposes, flying for hire, and so forth. The pilot's qualifications are highly important.

"The best risks are those such as planes of the Standard Oil, the Celotex company, etc., which are used only in good weather and are flown by the best pilots obtainable. Undesirable risks may generally be classified as flying clubs, stunt pilots and barnstormers. In flying clubs we find that entirely too many members fly a single ship, which keeps it almost continuously in operation. Barnstormers have helped aviation wonderfully, but there are some pilots among them whom the industry is trying to weed out.

Could Eliminate Exceptions

"Many manufacturers criticize the insurance business for its high aviation rates and also for many exclusions in the policy. Most of these exclusions could be amended if the carriers could be assured that operators would take

care of their craft and follow recommendations painstakingly.

"The catastrophe hazard is not so great as one might think. Department of Commerce figures show that only 7 percent of crashes last year was sustained on regular air lines. The new Department of Commerce air code will cut this figure down considerably as pilots are permitted to fly only the types of ships for which they are licensed."

Tells of Various Covers

Mr. Brown itemized the various aviation covers as fire under all circumstances, fire on the ground, fire in the air, excluding fire on the ground and after crash; accidental damage, tornado, passenger liability, public liability and property damage, theft, and so forth.

Private pilots are entitled to cover against fire on the ground or in the air, tornado, property damage, theft, and so forth. Limited commercial pilots who must have had at least 50 hours in the air enjoy more liberal cover, including passenger liability confined to the limits of the airport, and transport pilots who must have at least 200 hours, can obtain all covers.

Some Premiums Very Large

He says the average premium for fire, tornado, public liability and property damage is about \$500 but the complete cover on a ship recently insured in Chicago was \$13,000. The premium for fire insurance against all circumstances averages about 7½ percent, for fire on the ground about 3½ percent and fire in the air 1½ percent of the retail value of the plane. Actual value is not used for such calculations.

Accidental damage or "crash" insurance costs from 13 to 14 percent on a plane valued at \$10,000 to \$15,000, and the average public liability and property damage premiums are \$150 and \$80 to \$90 respectively.

Digest of Court Decisions

Occupancy While Moving a House. Fire policy provided that if the dwelling house insured was in an unincorporated town the company should not be liable for loss while the building was vacant or unoccupied beyond a period of ten consecutive days. Building was being moved at the time of loss but had been unoccupied for a period of one year. Held that the house was vacant within the terms of the policy, and the fact that the workmen engaged in moving the house used one of the rooms as a place to store tools used in the process of moving the house did not constitute occupancy in the sense contemplated by the policy. *Mauck vs. Northwestern Nat. Dist. Ct. of App. 3rd app. dist. Calif.*

Interest of Mortgagee. Subrogation of Insurance Company. Insurance company offered to pay the insured premises loss upon acknowledgment of subrogation by the former to the extent of the payment made; and in an amended affidavit of defense set up that it was relieved of all liability because the plaintiff had, pending the suits, foreclosed the mortgage and caused the property to be sold at sheriff's sale for a nominal price, whereby its complete right to subrogation was defeated. Held that the very words of its policy, appellant had stipulated that by the mortgagee's interest under it should not be invalidated by foreclosure proceedings. Having so contracted, it cannot be heard to say that by foreclosing the mortgage appellee jeopardized any of its rights. *Second National Bank of Brownsville vs. London & Lancashire. Supreme Ct., Pa.*

Unconditional Ownership. Estate by Entirety. An estate in fee simple by the entirety is within the policy requirement of sole and unconditional ownership. *Connecticut Fire vs. McNeil (C. C. A. 6th. Tenn.)*

Agency. Variance in description. Held that any person who solicits insurance and procures application therefor, in all matters relating to said applicant and the policy issued, is the agent of the company issuing the policy, and not the agent of the insured. In an action on a policy of insurance, where there is a variance in the valuation or a misdescription of the property insured from the value or description stated in the policy, and it appears that the insurer or his agent made an inspection and examination of the property and thereupon prepared the policy from the facts thus obtained, such variance is not available as a defense. While slight evidence is sufficient to show waiver of policy provision regarding time of making proof of loss, the acts constituting such waiver should be such as are reasonably calculated to make insured believe that compliance therewith was not desired, and that it would be of no effect if requirements were observed by him. *Hartford Fire vs. Smith, supreme court, Oklahoma.*

Think of your client first ---- ---- then yourself

We succeed only as we completely serve others.

Service to others and not temporary personal attainment brings lasting individual success later. Confidence of a client gained through service to him makes lasting good-will.

Insurance men can serve their clients better by suggesting a Lloyd-Thomas appraisal.* Appraisal records show at a glance the true situation regarding a business. Leaks and inefficient methods are detected. Today's actual cash value of the property is ascertained.

This value shows 90% of all property is underinsured. Insurance men are rewarded when they place the proper insurance on this property.

"WHAT IS AN APPRAISAL?—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials). Each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

"ITS ADVANTAGES—1st—It discovers insurable values that have long been written off the books through unscientific depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance."

The Lloyd-Thomas Co.

RECOGNIZED AUTHORITIES ON PHYSICAL VALUES



1411 Ravenswood Ave., Chicago
120 Broadway, New York

Cincinnati	Cleveland	Detroit	Indianapolis
St. Louis	Milwaukee	Pittsburgh	Memphis
Denver	Toronto	Minneapolis	Kansas City
Washington	Los Angeles	Atlanta	Des Moines
Birmingham	Omaha	Berlin	London

COSMOPOLITAN FIRE INSURANCE COMPANY

92 William Street, New York City

CAPITAL \$1,000,000

Surplus and Voluntary Reserve . . \$1,508,043.98

OFFICERS

IRA A. SCHILLER,
Chairman of the Board

JAMES A. BLAINEY,
President

PERCY F. BIGLIN,
Secretary

FRANK COHEN,
Vice-President and Treasurer

W. A. RATTELMAN,
Vice-President

M. L. FITZPATRICK,
Assistant Treasurer

A Great Mid-Western Institution

Dedicated to unsurpassed service in everything pertaining to the business of Life Insurance.

And that, among many other things, includes, for the Agent:

An annual vacation convention—two years ago a seven day cruise of the Great Lakes; last year Yellowstone Park; this year a “return” to Colorado’s beautiful Troutdale-in-the-Pines, affording the opportunity of intimate and helpful contact with the Company’s managing Officers and with ones fellow field workers.

We need more representatives, and invite your correspondence.



The Farmers & Bankers Life Insurance Company

H. K. LINDSLEY,
President

:::

J. H. STEWART,
Vice-President

FRANK B. JACOBSHAGEN, Secretary

Wichita, Kansas

“Policies That Protect”



GONE is the western frontier of campfires, Indians and cowboys but its spirit of hospitality and friendliness will ever remain a distinctive characteristic of today’s modern west and all its institutions.

LIKE all Kansans we take pride in our western heritage and our home state. We know Kansas agents enjoy representing a company that really reflects the spirit of true western friendliness in every transaction.

The WESTERN INSURANCE COMPANIES

Western Fire Insurance Company
Capital and Surplus \$1,000,000.00

Western Casualty and Surety Co.
Capital and Surplus \$1,250,000.00

FORT SCOTT, KANSAS

Kansas Insurance Day Is Made Fixture

Frank Britton New President

Strong Official Personnel Named
to Look After Next Year's
Observance

LAWRENCE ASKS MEETING

Large Attendance and Notable Program
of Speeches Mark Hutchin-
son Gathering

HUTCHINSON, KANS., May 28.—Kansas Insurance Day is to be continued and a permanent organization formed as the result of action taken at the third annual Kansas Insurance Day held here Tuesday. On recommendation of the executive committee, Chairman Bert Berry, prominent Hutchinson agent, presented the proposal on the floor of the meeting at the business session and it was unanimously adopted.

The nominating committee, headed by O. D. Butcher of Topeka, state agent of the Hartford, reported a strong state of officers headed by Frank L. Britton of the Preferred Risk Fire of Topeka as president, which was named unanimously. Bert Mitchner, named as second vice-president, had served as general chairman of the first Kansas Insurance Day and H. O. McIntosh, the new secretary, as chairman of the second gathering. With Mr. Britton and Clayton Mammel, who have served on the executive committee, a strong organization will be formed.

Lawrence Wants Next Meeting

The officers elected are to draw up a constitution and by-laws, select committees and decide on the place and time of the 1931 meeting. Glenn Charlton of the Charlton Agency, Lawrence, extended an invitation to hold the next meeting in Lawrence.

The attendance compared favorably with former meetings. Nearly 300 registered, representing some 50 towns of the state, well scattered. This gave evidence of the state-wide interest in the movement, which proposes to draw all branches of the insurance business together. There was a larger interest this year on the part of life agents and they were fully rewarded for their attendance, as much program dealt with their problems. Most of the speakers devoted

NEW OFFICERS ELECTED

PRESIDENT

Frank L. Britton, Preferred Risk Fire, Topeka

FIRST VICE-PRESIDENT

Clayton Mammel, Farmers & Bankers Life, Wichita

SECOND VICE-PRESIDENT

Bert Mitchner, Wheeler-Kelly-Hagney Trust Company, Hutchinson

SECRETARY-TREASURER

H. O. McIntosh, state agent Hanover Fire, Topeka

much time to sales ideas helpful to both life and fire interests.

Heading the morning program, on which also appeared Barney Pearson, president of the Ideal Home Institute of America, and Frank M. See, general agent of the Union Central Life in St. Louis, was Charles F. Hobbs, Kansas commissioner.

Commissioner Hobbs, after reviewing the growth of insurance in Kansas and charging the local and state agents to educate the public as to its insurance needs, outlined the facts of the settlement of the long drawn out Kansas fire rate suit. Those present were urged to pass on the facts to their clients and the public in general at every opportunity, in view of incomplete and misleading statements which have appeared in the daily press.

Calling attention to fact that original rate suit in the name of all the com-

panies had been in the courts for six years without settlement, Mr. Hobbs stated that many more years would probably have been required to settle the 149 individual suits which were pending at the time settlement was effected. He estimated that an annual saving of \$600,000 has been secured as a result of filing new rating schedules, which filings could not have been obtained until settlement was reached on all individual actions. In addition broader forms and more liberal rules have been promulgated.

Hard to Bat 100 Percent

Furthermore, he stated, there was little assurance that the state could have won all individual actions, as it is difficult to bat 100 percent. Had the state not won all cases, deviated filings would have been required from the remaining companies and a chaotic condition would have resulted. As result of the four-day conference, which the commissioner described as "no pink tea," the state and policyholders receive 50 percent of the impounded premiums. The state retains the residue from premiums whose ownership can not be located, which he estimates will amount to over \$500,000, all interest on the impounded funds, and also retains all taxes paid to the state on impounded premiums returned to the companies. Attention was directed to the lack of similarity of the Kansas and Missouri cases, which later case he advised was not settled upon the merits of the case.

Kansas Agents Discuss Commissions

Field men and agents were asked to explain to assureds the enormous amount of work required by the state in the handling of the refunding of premiums and to ask their patience. Checking reports, correction of errors and writing of \$1,500,000 of checks will require several more months' time. The force of the office has been doubled.

During the noon recess several group and committee meetings were held. The most important was the gathering of the Kansas Association of Insurance Agents, who discussed the progress of their contention that the companies should re-

Insurance Day Head



FRANK L. BRITTON, Topeka
Preferred Risk Fire

turn their entire impounded commissions.

Speakers in the afternoon were V. M. Wiley of the Rorabaugh-Wiley Dry Goods Company, Hutchinson, on "The Insurance Buyer's Viewpoint"; Wilbur F. Maring, Jr., secretary of both the Missouri Association of Insurance Agents and the Kansas City local board; Edward D. Lawson, manager western marine department Fireman's Fund, and Mansur B. Oakes, president Insurance Research & Review Service, Indianapolis. Mr. Wiley stated in an interesting talk that "in these days of keen competition, knowing our business is not enough; we must know and apply it with thought of real service." Mr. Maring complimented Commissioner Hobbs and the companies in Kansas on the settlement of the rate suit and the progress being made toward returning impounded premiums. A very instructive and entertaining description of inland marine forms and coverages was given by Mr. Lawson, following which he answered numerous questions from the floor.

Chairman Bert Berry was toastmaster at the banquet. Speakers of the day, members of the executive committee, new officers and numerous prominent guests were introduced. Roy Bailey, editor of the Salina, Kan. "Journal" and vice-president of the Kansas Chamber of Commerce, made the evening address, followed by several musical and dancing acts.

Named Secretary



H. O. McINTOSH, Topeka
Hanover Fire

KANSAS UNDERWRITERS

(1923)

MISSOURI - OKLAHOMA - KANSAS
GENERAL AND STATE AGENTS
Leading Fire and Casualty Companies



DIVISION OFFICES:

Kansas City, Mo., Tulsa and Oklahoma City, Okla.

HOME OFFICE:

Wichita, Kansas

BUSINESS WRITTEN ONLY THRU LOCAL AGENTS

It will pay you to get acquainted

Established 1923

LINCOLN

FIRE INSURANCE COMPANY

OF NEW YORK

A strong and seasoned institution with a rugged honesty in conduct and service to its policy-holders and agents.

MANAGERS

GEO. W. BLOSSOM

WM. A. BLODGETT

O. F. WALLIN

HEAD OFFICE
149 William St.
New York

PACIFIC COAST DEPT.
108-110 Sansome St.
San Francisco

WESTERN DEPARTMENT, 175 W. Jackson Blvd., CHICAGO
Harry G. Casper
Associate Manager

Lawrence C. Larson
Superintendent of Agents

1794 1930

THE INSURANCE COMPANY

OF THE

STATE OF PENNSYLVANIA

PHILADELPHIA, PA.

Assets \$8,010,038.31

Capital\$1,000,000.00

Surplus 3,253,468.39

Policyholders' Surplus\$4,253,468.39

Acquire

THE OLD "STATE OF PENN"

I. U. B. Trying to Help Agents

(CONTINUED FROM PAGE 3)

eration of the Interstate Underwriters Board to big brokers and agencies located in headquarters towns, we must appreciate that the past is past and there is every indication that with the changes of May 15 and the further changes contemplated, the operation of the board will be brought more nearly in line with agency requirements.

Many Accusations Unfounded

"My investigations of the board have received courteous consideration. I have reason to believe that the board is earnestly trying to work with us. Investigation has proven that many of the charges laid at its doorstep were without foundation. Your executive officers want all the information possible in regard to agency experience with the board—business lost through its operation, as well as business regained.

"We do insist, however, that information sent in be absolutely authentic. Many incorrect reports have reached us. There has been an evident impression that every lost chain store or fluctuating value line has gone to the Interstate Underwriters Board, while in truth some of these lost lines have gone elsewhere. When the management of the board shows every indication of willingness to work with your national officers, we must be careful that our procedure is based on definite, indisputable facts.

Objectives Brought Into Open

"The National association never yet has taken a stand for or against the Interstate Underwriters Board. Some strong language derogatory to the board was used at the mid-year conference at Charlotte, and through the columns of the 'American Agency Bulletin.' We believe that the agitation stirred up has already shown a beneficial effect in bringing into the open the aims and objectives of the board. If it be proven finally that the board is not engaged in overhead writing—that its company members are dealing fairly with the agents, then it becomes our duty to render all the assistance possible to such an advantageous underwriting organization.

May Be Missing Gold Mine

"If the board can be proven to operate to the benefit of agents, if through it we may be enabled to write the chain store business and fluctuating values, at proper rates, rules and forms, we are walking blindly over a gold mine of opportunity, unless we take advantage of it."

After reviewing the American Bar Association code and the attempts to secure its adoption for the District of Columbia as a model for all states, Mr. Bennett took up the insurance commissioners' investigation of acquisition cost and stated that the National association has a definite plan of procedure mapped out.

Fire Outlook Is Now Optimistic

(CONTINUED FROM PAGE 3)

the extent of the change for the better which has occurred, not only upon the administrative side of our business but also with respect to the character of our relations with the public at large," he said. "The growing uniformity of our underwriting and loss settlement methods and practices of the different sections of the country, even though in our own eyes much still remains to be accomplished, tends strongly to convince the insuring public everywhere that it is the purpose of the fire insurance companies to promote and maintain fair dealing."

Business Leaders Receptive

He finds this attitude particularly reflected in the views of American financial, industrial and business leaders toward fire insurance.

Successful experience of the National Board in its institutional advertising campaign in a number of states, says President Wyper, has caused the committee on public relations to feel that the board is warranted in extending the campaign to the remaining states. He says it is difficult to overestimate the value to stock fire insurance of such dissemination of information on the business.

Practically the only discordant note in Mr. Wyper's address was his reference to taxes. Last year, he said, National Board companies made tax payments totaling \$30,526,877, or 4.65 percent of net premiums written, as compared with the already large total of \$24,789,530, or 3.8 percent in 1928. He says it appears inevitable that soon the companies must face a situation in which their annual tax payments will exceed the largest amount of underwriting profits they can hope to earn. Mr. Wyper says it is the imperative duty of all fire executives to protest the continuance of the present tax system.

Touches on Other Work

In passing, he comments on the National Board's inspection of hospitals following the Cleveland clinic disaster, 1,563 hospitals already having been inspected. He also mentions the adoption by 27 states of the model arson law, with more expected to follow suit, control of the loss situation through formation of the Fire Companies Adjustment Bureau in New Jersey, and he suggests that the executive committee consider creating within the National Board an organization to arrange for addresses on various fire insurance topics to be delivered to representatives of other industries whenever opportunity offers.

Following are the most recent entries in the inter-chamber fire waste contest conducted by the **National Fire Waste Council**, under the auspices of the insurance department of the U. S. Chamber of Commerce, Port Byron, N. Y.; Coatesville, Pa.

TODAY

Buyers of insurance are demanding the best. Realizing this the Twin City Fire has developed until it is able to serve them completely and satisfactorily in all their insurance problems.

Writing fire, tornado, farm, automobile, hail, tractor and fur coat floater insurance in 33 states.

TWIN CITY FIRE
INSURANCE COMPANY
Minneapolis Minnesota

NEWS OF THE COMPANIES

TEXAS NATIONAL LAUNCHED

New Company in Group Operated by
Moody Interests of Galveston
Is Licensed in Texas

Another company has been added to the Moody-Webb group of Galveston, the Texas National, organized under Delaware laws but to be operated from the group headquarters in Galveston. It is a fire and tornado company with \$250,000 capital stock and a similar amount of surplus. It takes its place as running mate of the Security National Fire and the American National. The company has just been licensed in Texas with Moody, Webb & Co. of Galveston as general agents.

Shearn Moody, who is president of the Security National, is also president of the Texas National.

Under management of Messrs. Moody & Webb the Security National and American National, the latter being a life company, have made rapid progress. The parent fire company started business in 1924. Another company in the group is the Western National of San Antonio, organized in 1928. Mr. Moody is vice-president of the American National and is financially prominent in Texas. Mr. Webb is secretary and general manager of the older fire company and W. L. Moody, Jr., president, is vice-president of the life company.

AETNA OBTAINS CONTROL OF PIEDMONT OF CHARLOTTE, N. C.

According to an announcement by President Ives, the Aetna has purchased a large majority of the stock of the Piedmont Fire of Charlotte, N. C. The Charlotte company will continue to be operated from its home office, but the Aetna will enlarge its scope and reinsure much of its business as it is written.

The Piedmont, which was organized in 1895, has done business only in North Carolina. Its last statement shows assets of \$1,121,329, capital of \$100,000 and net surplus of \$753,979. It has been writing about \$330,000 a year in gross premiums, almost exclusively fire business, and reinsuring over a third of it.

Prudential of Great Britain

The Prudential of Great Britain has opened a department at 100 William street, New York, to transact facultative reinsurance for fire companies. It was organized in 1922 and since inception has confined its operations to treaty reinsurance. J. J. Ratchford, formerly connected with the Liverpool & London & Globe, will have charge of the new department.

D. W. PIERCE IS ADVANCED

Becomes Executive Vice-President of
Pacific American Fire—Good Gains
Shown Along All Lines

LOS ANGELES, May 28.—Directors of the Pacific American Fire have advanced D. W. Pierce, Sr., to executive vice-president and elected M. R. Johnson a director and member of the executive committee. Mr. Pierce succeeds O. Rey Rule, resigned.

For the first four months of this year the company reported gross premiums of \$324,978 as against \$234,936 for 1929, a gain of 38.33 percent, while net premiums were \$141,999, a gain of 54 percent.

Mr. Pierce reported the establishment of general agencies at New Orleans to cover Louisiana and Mississippi at Oklahoma City for Oklahoma, Arkansas and Texas, at Denver for Colorado and Wyoming and at Kansas City for Kansas and Missouri. The company is also entering Utah, Montana and Idaho.

The company has enjoyed an unusually favorable loss experience. Although the reserve for unearned premiums has increased from \$152,583 to \$393,063 for the year ending April 30, net surplus over all liabilities as of April 30 is \$3,417,343 against \$3,320,325.

ADMIT ASSOCIATED F. & M. TO ILLINOIS, FIFTEENTH STATE

The Associated Fire & Marine of San Francisco has been admitted to Illinois, its 15th state, with D. D. Batcheler, vice-president Associated Indemnity in Chicago, as resident manager.

F. A. McElroy has been secured to take charge of the fire business of the Associated Fire & Marine in Cook county and those parts of Illinois which will be supervised from Chicago. Part of Illinois will be in charge of the St. Louis branch office of the Associated Fire & Marine.

Mr. McElroy started his insurance career in the office of R. A. Waller, which is now Marsh & McLennan. His experience also includes a term with the Phenix of Brooklyn, state agent for the Shawnee in Iowa and Nebraska, state agent operating in Kansas City for the late Marquette Fire and state agent in Illinois and Wisconsin for the Great Lakes.

The Associated Fire & Marine is non-affiliated.

North America

Directors of the North America have voted to issue to stockholders of record Aug. 15 rights to purchase one new share, par \$10, at \$40, for each eight shares of the stock then held. New

POLICY NO. J 58426

Assured _____
Expires _____
Property _____ No. _____
Amount, \$ _____ Premium, \$ _____

Saint Paul

FIRE AND MARINE
INSURANCE COMPANY
ST. PAUL, MINN.
STOCK COMPANY

The Assured is requested to read this Policy, and if incorrect, return it immediately for alteration.

In the event of claim, the ASSURED must give immediate written notice to

A. F. SHAW & COMPANY, Inc.

Insurance Exchange, Chicago, Ill.

75 Maiden Lane, New York, N. Y.

or to the Home Office of the Company at St. Paul, Minn.

See instructions headed "Important" on back hereof.

Our New Jewelry Policy

is the most
liberal contract obtainable

New Features Are:

1. Elimination of Clause giving Insurance Company sole option to replace articles for which claim is being made.
2. Losses paid seven days after acceptance of Proof.
3. Breakage of brittle articles included under the policy.
4. No Co-insurance Clause.

INSURE WITH THE ST. PAUL TO HAVE THE BEST OF ALL

A. F. Shaw & Co., Inc.

GENERAL AGENTS

INSURANCE EXCHANGE
CHICAGO, ILL.
WABauh 1068

75 MAIDEN LANE
NEW YORK CITY
Beekman 4546

ONE HUNDRED AND TWENTY-FIFTH ANNIVERSARY
1805 - 1930

Caledonian Insurance Company

The Oldest Scottish Insurance Office

Caledonian-American Insurance Company of New York

ROBERT R. CLARK,
U. S. Manager and President

THE NETHERLANDS INSURANCE COMPANY OF THE HAGUE, HOLLAND

Est. 1845

ROBERT R. CLARK, U. S. Manager
EXECUTIVE OFFICES: HARTFORD, CONN.

REINSURANCE

Reinsurance Company Salamandra
of Copenhagen, Denmark

North Star Insurance Company
of New York

Hamburg-American Insurance Company
of New York

MEINEL & WEMPLE, INC., Managers
469 Fifth Avenue, New York, N. Y.

ORIENT INSURANCE COMPANY

of Hartford, Connecticut

For fifty-seven years writing
FIRE RIOT
TORNADO EXPLOSION
EARTHQUAKE AUTOMOBILE
INLAND MARINE

GILBERT KINGAN, Pres.

20-22 Trinity St.

Hartford, Connecticut

Western Dept.

CHARLES E. DOX

Manager

223 West Jackson Blvd.

CHICAGO

Pacific Dept.

Wm. W. GILMORE

Manager

332 Pine St.

SAN FRANCISCO



HOME OFFICE
23rd Floor Bankers Building
105 West Adams Street
CHICAGO, ILLINOIS

DARBY A. DAY, President
E. H. HENNING, Vice-President
J. N. GILMORE, Vice-President
O. F. LOOKER, Secretary

stock must be paid for by Oct. 1. The company expects to use 75,000 of the 500,000 new shares to exchange for the shares of the Central Fire of Baltimore, which was recently purchased. This move is subject to the approval of stockholders at the special meeting June 30.

Quaker City F. & M. Being Formed

Mather & Co. of Philadelphia, according to rumor, are organizing the Quaker City Fire & Marine with \$400,000 capital and \$600,000 surplus. The firm is widely known especially in the marine field. Mather & Co. already operate the Cotton Marine & Fire, a stock company, and the Transportation Mutual of Philadelphia.

American Reserve Leaves Hartford

The American Reserve has arranged to transfer its entire business from Hartford to the executive offices of the company in New York. Heretofore details of the business have been handled at Hartford in the office of the Russia. It is believed the new arrangement will be an economy as well as a closer service contact with clients.

Changes Announced in the Southern Bureau

The Fire Companies' Adjustment Bureau of Atlanta, Southern Adjustment branch, announces the following changes:

James L. Murphy, Jr., and associate independent adjusters with offices at Jacksonville, Fla., Orlando, Fla., and Tampa, Fla., will become a part of this organization. He is to be manager of the Jacksonville office. Stanley Kelley is assigned as adjuster to the same office. C. R. Woolery and W. B. Hollis, adjusters at the Jacksonville office, will continue as at present.

H. G. Heyward, now manager of the Jacksonville office, is transferred to Atlanta and together with Sims Bray, senior adjuster at Atlanta, will become general adjusters specializing on use and occupancy and marine cotton.

R. G. Trezevant of the Murphy organization is being assigned to the Tampa, Fla., office as adjuster. H. C. Harrison of the Murphy organization is being assigned to Orlando, Fla., office as adjuster. John R. Osborne of the Murphy organization is being assigned to Raleigh, N. C. W. G. Ryan of the Murphy office is being assigned to Greensboro, N. C., as automobile adjuster.

H. E. Parker of Miami, Fla., becomes manager of the Miami, Fla., office and H. H. McFern, heretofore in charge of that office, transfers to Bristol, Va., to take charge of the new office to be opened there. F. L. Davis, adjuster at Miami, will continue at that point.

J. Wallace Lamar, for the past four years an independent adjuster at Pensacola, Fla., becomes manager of the new office being opened at Pensacola.

Farm Association Stands Pat on New Tornado Form

Members of the Farm Association at their last meeting decided to stand pat on the exclusions in the farm windstorm applications which became effective May 1. A number of Illinois agents had requested that initiation of these exclusions be deferred for 90 days or until the heavy farm production season is over.

The Farm Association decided that no emergency existed for deferring use of the new applications. Under the new form, windstorm coverage on hayracks, portable grain elevators, hayloaders, stackers and header barges is excluded. These exceptions were made in an attempt to eliminate many small claims so that windstorm rates need not be advanced.

HOTEL ATLANTIC
CLARK ST. NEAR JACKSON BLVD.
MOST CENTRALLY LOCATED
ONE BLOCK FROM
LASALLE STATION
POST OFFICE
AND BOARD
OF TRADE
WRITE FOR FOLDER
CHICAGO

HOTEL GIBSON
1,000 Rooms
\$3 & up
at Cincinnati

... three keys
to Hotel Gibson and
Schiffeler service ...
good food ... friends
... and faith

Hotel Gibson
C. C. Schiffeler
General Manager

Bus Insurance --

EXCLUSIVE AGENCY
for all states west and south of the Allegheny Mountains — Thirty-six States—Stock Company over \$2,500,000 capital and surplus. Write us for allotment of territory.

B. K. ELGIN, Incorporated
520 Illinois Bldg., Indianapolis, Ind.

Write for the free booklet "New Guide to Greater Profits." The National Underwriter.

MOTOR INSURANCE NEWS

CONDUCT NEW FINANCE POLL

Auto Association Members Are Voting on Question of Allowing Credits in Rates

A previous poll having been inconclusive, the board of directors of the National Automobile Underwriters Association has resubmitted to members the question of allowing credits for finance business.

In the previous mail vote members were asked to express a preference among three alternative propositions. Two of the propositions received approximately the same number of votes, so the directors have eliminated two of the questions and are asking for a yes or no vote on one proposition.

The referendum is on the question whether 25 percent commission should be paid, but where the finance company agrees to collect the premiums and be responsible to the company under a master policy with certificates under the association's standard form, a 10 percent credit in rate should be allowed.

The Omitted Questions

One of the propositions which has been eliminated is whether the present practice of offering 25 percent commission, plus 10 percent for handling expenses on finance business, should be retained. The other omitted question is whether there should be 25 percent commission with reduction from manual rates of 15 percent on local finance business for the attachment of a 3 percent monthly reduction clause.

The directors also requested the rate committee to ponder the desirability of allowing credits for restricted covers on finance business including single interest only. This proposal follows closely the

recommendations made by the national finance committee to the old National Automobile Underwriters Conference.

Leaves Auto for Marine Work

John B. Berenschot, formerly western automobile superintendent in Chicago for the Providence Washington, has been assigned to the company's marine department to serve under Manager Hempstead. Mr. Berenschot's former assistant, F. Haack, is the new automobile superintendent for the Providence Washington.

Service Association Enjoined

LINCOLN, NEB., May 28—The district court has issued an order perpetually enjoining the American Automobile Service Association from continuing to use that name and also the emblem A. A. S. A. to designate the cars protected by the form of insurance that it writes. Complaint had been made by the American Automobile Association and affiliated motor clubs that it was a deliberate attempt to gain business by adopting a name and emblem so similar to that of the national association as to deceive. The court held that the name and emblem selected were so like that of complainant that it constituted an infringement. It sold indemnity insurance and a contract providing for giving bail in criminal cases arising out of motor operation.

National Issues New Auto Table

The spring issue of the National Fire's automobile table of used cars and insurable amounts is now off the press and available for agents. The table consists of 56 pages in which the list price and appraised United States average value is given for all models. In addition the pamphlet gives a prohibited list of risks, statement of policy provision, cancelled policies, insurable value, dealers' contracts and fire and transportation.

MARINE INSURANCE NEWS

MARINE LINES UP TO DATE

E. D. Lawson Speaks at Kansas Insurance Day—Volume and Profits Attract Company Executives

HUTCHINSON, KAN., May 28.—"Marine insurance may be the oldest form of indemnity, but it is also the most up-to-date form of indemnity, as marine underwriters are constantly on the alert to meet the ever-changing demands of commerce," said Edward D. Lawson, manager Fireman's Fund western marine department, at Kansas Insurance Day.

"Marine companies are in a position to issue policies to fit almost any particular risk at hand. This makes the local agent an insurance tailor. Last year was a big season for inland marine underwriters in the way of trade profits, business volume and sales experience. This has attracted the special interest of the insurance executives of all companies writing inland and marine insurance and lines are enjoying enthusiastic support. Valuable, practical and instructive sales literature is being distributed and the best in insurance advertising is finding its way into the development of inland marine lines. It means that real sales and underwriting experts are available—men thoroughly trained in these elastic marine floaters.

The inland marine lines invite native ingenuity, mental effort and sales-resourcefulness. The important fact that no rating bureaus or conferences supervise these lines permits a full play of company brain. The few evils which have crept in have been in no small measure responsible for the formation of the Interstate Underwriters Board

and a code of ethics has been adopted which decides where marine stops and fire starts, and vice versa. With all of the interest on the part of the companies who have been writing the classes for years and the new entrants into the field of inland marine business, being concentrated upon the development and production end of the business, the wise local agent will profit by writing this class of business."

Get Back Stolen Bonds

MINNEAPOLIS, May 28.—Five insurance companies have won their suit to recover \$30,000 in bonds stolen in a Toledo mail robbery nearly 10 years ago.

The companies involved were the Commercial Union, Federal, American & Foreign, Royal and Fireman's Fund.

The defendant in the case was James A. Connolly, St. Paul investment dealer, who claimed he bought the bonds from a racketeer who was found dead the following day. Connolly later took the bonds to the Federal Reserve bank at Minneapolis for redemption and there they were identified as part of the stolen securities.

They were included with a shipment of bonds made by the Federal Reserve bank of Cleveland and were stolen in the mail. The five insurance companies carried the risk on the shipment.

Will Not Take Reinsurance

President Sturhahn of the Rossia group, which specializes in reinsurance, announces that his company will not hereafter reinsure policies offered by the Church Properties Fire Insurance Corporation, the concern sponsored by the Episcopal church for insuring church property of that denomination direct.


"Income Building Knowledge," a free booklet for *casualty men*. Write The National Underwriter, Cincinnati.

THE SERVICE THAT SATISFIES

W. W. VINCENT & CO. INSURANCE

175 W. Jackson Blvd.
CHICAGO

111 John Street
NEW YORK



The FAIRFAX

Homelike Hotels of Distinction

Kitchenette Apartments and suites
of Parlor, Bedroom and Bath—
\$5.00 to \$7.00.

Single room with Bath \$3.00 to \$4.00
Double room with Bath \$4.00 to \$6.00

*The Smart Way's the
Suite Way
Weekly or Monthly
Rates if desired*

WASHINGTON
BUFFALO
PHILADELPHIA
PITTSBURGH



THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

Published every Thursday by THE NATIONAL UNDERWRITER COMPANY, Chicago Cincinnati and New York. **EDWARD J. WOHLGEMUTH**, President; **JOHN F. WOHLGEMUTH**, Secretary; **HOWARD J. BURRIDGE**, Vice-President and General Manager; **NORA VINCENT PAUL**, Vice-President; **WILLIAM A. SCANLON**, **GEORGE C. ROEDING** and **O. E. SCHWARTZ**, Associate Managers

C. M. CARTWRIGHT, Managing Editor
LEVERING CARTWRIGHT, Asst. Managing Editor
FRANK A. POST, Associate Editor
CHARLES D. SPENCER, Associate Editor
DALE R. SCHILLING, Associate Editor

PUBLICATION OFFICE, 1946 Insurance Exchange, CHICAGO. Telephone Wabash 2704
CINCINNATI OFFICE, 429 E. Fourth St., Telephone Main 5781, **RALPH E. RICHMAN**, Manager.
ABNER THORP, JR., Director Life Insurance Service Dept.

NEW YORK OFFICE
80 Maiden Lane, Tel. John 1032
EMERSON SMITH, Eastern Manager
GEORGE A. WATSON, Associate Editor
CHESTER C. NASH, JR., Associate Editor

SOUTHEASTERN OFFICE—ATLANTA, GA.
1517 First National Bank Building
R. J. McGEHEAN, Resident Manager

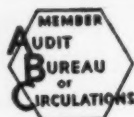
SOUTHWESTERN OFFICE—DALLAS, TEX.
515 Marvin Bldg., Tel. 2-6570
J. F. GRAHAM, Resident Manager

SAN FRANCISCO OFFICE
105 Montgomery Street, Room 907, Tel. Kearny 3054, **FRANK W. BLAND**, Resident Manager
Entered as Second-class Matter April 28, 1928, at Post Office at Chicago, Ill., Under Act. March 3, 1879

Subscription Price \$4.00 a year; in Canada, \$5.00 a year. Single Copies 25 cents.
In Combination with Life Insurance Edition, \$5.50 a year; Canada \$7.50.



Associated
Business Papers



MEMBER
AUDIT
BUREAU
OF
CIRCULATIONS



National Publishers
Association

Time for More Painful Truths

THAT was a fine inspirational address which **GEORGE E. TURNER** delivered before New York local agents at Syracuse last week. The best part of it was that the idealism was tempered with hard common sense. It was a good thing just at this chaotic period in American insurance for the personnel of the business to be reminded that the sole purpose of insurance is service to policyholders, and that the business does not exist merely for the profit of those conducting it.

There was value, too, in his reminder that in this day of rapid changes, merely to hold one's own is to retrograde. **MR. TURNER** is a man of strong imagination and unusual clarity of vision. He sees and states the fundamental business truth of today that progress lies only along the path of unremitting toil, of concentrated thought and the use of all faculties almost to their breaking point in extending service, in seeing and seizing business opportunities almost before they take objective shape, in casting far ahead in search for new avenues of public service.

MR. TURNER says it is inevitable that the insurance agent who so conducts his business will make a permanent and profitable place for himself. On the other side,

he says that agent or company or insurance method, of however long standing, who fails thus to keep step with the times will suffer, and that this is the "laboratory" test which the American agency system, and all insurance faces in the immediate future.

Without desiring to depreciate **MR. TURNER'S** talk, we must emphasize that these are not new and novel truths which he utters. They are axioms in social intercourse as old as man. They should be the guiding principles of all business. To an amazing degree they are the objective of the insurance business.

However, if these obvious common sense ideals were generally in force there would not be, as **MR. TURNER** points out, such dangerous practices as rate cutting, excess commissions and allowances, dissatisfaction and fear of agents and brokers that their commissions will be reduced at a time when many of them are barely able to struggle along.

The man who voices painful truths is not always beloved by his fellow men, no matter how right he may be. It is a very good time for more men in the business to speak their minds without regard for popularity.

Acquaintance with One's Rights

AN insurance salesman of high repute who has made a big success in his business said that in soliciting casualty insurance especially where third party interests are involved he always studied his own policies very carefully so that he could almost recite from memory that part of the contract relating to rights of action. The policyholder he said should be very scrupulous as to what rights he has in case any liability is incurred. This salesman stated that very frequently cut rate companies and those that are out to seek whom they may devour will endeavor to make up in some ambiguous or illiberal contract

terms what they give away in reduced premium. He is always suspicious he said when a company offers ultra-liberal inducements. It is an indication of weakness.

The policyholder is very vitally interested in his rights under the contract. Therefore the salesman of a reputable company should stress this point. There is a selling price that long experience has established beyond which it is unsafe to go. Companies know just about what the costs of their goods are. The moment one begins selling below cost he is treading on very dangerous ground.

PERSONAL SIDE OF BUSINESS

After being incapacitated for a week because of a knee injury, **L. L. Sanders**, automobile superintendent for the National of Hartford at the western department in Chicago, has returned to his desk. **Mr. Sanders** received treatment at St. Luke's hospital in Chicago.

James Wyper, vice-president of the Hartford Fire, who was reelected president of the National Board at its annual meeting, is a native of Scotland and came to the United States in 1888. He was connected with the United States branch of the London & Lancashire from that time until 1913. He then was elected one of the vice-presidents of the Hartford Fire. He is a past president of the old Eastern Union.

Clifford Ireland of Peoria, Ill., who was formerly director of Illinois department of trade and commerce, serving from 1923 to 1926, was found dead in his room at the Chicago Athletic Club in Chicago Saturday morning, his body being in a chair. During the time he was a state officer **Mr. Ireland** took primary charge of the insurance department and came in contact with insurance men and insurance commissioners the country over. He served two terms in Congress from the Peoria district. He was active in the Shrine, being high priest and prophet in the imperial council at the time of his death. Following his retirement from state office **Mr. Ireland** resumed the practice of law in Peoria. He was born in Washburn, Ill., in 1878, attended Knox College, University of Wisconsin and Illinois College of Law.

Ralph E. Clark, manager and treasurer of the Home of Hawaii, is on a visit to the United States. After a short stop at Seattle he left for eastern cities and upon his return will spend his vacation in British Columbia.

Hanford MacNider, Mason City, Ia., banker and financially interested in the MacNider agency there, has been appointed minister to Canada by President Hoover. **Mr. MacNider** was formerly national commander of the American Legion and served as assistant secretary of war under President Coolidge.

P. F. Lewis, special agent for the Boston, will leave Milwaukee June 7 to attend the Imperial Council of the Shrine at Toronto. From there **Mr. Lewis** will visit other places in Canada and cities through the east. He will be gone for three weeks.

Charles E. Dox of Chicago, western manager of the London & Lancashire, will leave Chicago next Sunday and will sail from Quebec Wednesday of next week on a trip abroad, being accompanied by **Mrs. Dox** and his daughter. He will visit the home office and then tour through the continent, returning home the latter part of July.

C. P. Thurman of Louisville, Kentucky, state agent for the Continental, underwent a tonsil operation May 26 and will be confined to his home for a few days. **Mr. Thurman** had thought he had neuritis or rheumatism until the trouble was traced to defective tonsils.

Mrs. Harry A. Yates, wife of the vice-president and western manager of the Southern Fire, who has been confined at a hospital in St. Louis undergoing an operation, has now returned to her home. She has gained some strength but her progress for the better has not been very noticeable.

Announcement has been made by the Western Adjustment of the promotion of **Theron C. Reed** as general adjuster for Cook County and Chicago, succeeding **Charles W. Carroll**. **Mr. Reed** has occupied an important position on the



Theron C. Reed

Western's Cook County staff since 1907. He enjoys a wide acquaintanceship with managers, agents and brokers. Prior to 1907 he was for several years connected with the Chicago offices of **Fred S. James & Co.** and **Klee, Rogers, Loeb & Wolff** and with the western departments of the Connecticut, London & Lancashire and Traders of Chicago.

Funeral services were held last week for **Mrs. Joseph Warren Hosmer**, wife of the late senior partner of **R. W. Hosmer & Co.**, Chicago insurance agency. **Mrs. Hosmer** was 84 and had dwelt in the same residence in Chicago for 47 years. Her husband was a brother of **R. W. Hosmer**. Two nephews, **Philip B. Hosmer** and **Rockwood Hosmer**, sons of **Frank Hosmer**, are now operating **R. W. Hosmer & Co.** Another nephew, **Robert C. Hosmer**, is vice-president of the Excelsior Fire of Syracuse, N. Y. **Mrs. W. P. Forbush**, wife of the manager of the Underwriters Salvage Company, is a niece of **Mrs. Hosmer**.

After spending three weeks in the Chicago office of the Royal following the resignation of **Elwin W. Law**, as western manager, **President F. P. Hamilton** of the Queen has returned to the east. He is taking a few days' rest at his country homestead north of Hartford.

Ray Decker, San Francisco general agent for the Home, visited Chicago for a day on his way to San Francisco from New York. He conferred with **J. K. Lesch**, general manager of the Home in Chicago.

Thornton M. Goodloe, Ohio state agent of the Philadelphia Fire & Marine, after 23 weeks in a hospital at Cincinnati, due to injuries received in an automobile accident, has been recuperating at his home and now declares that his recovery is complete. He has resumed field work this week and is receiving congratulations of many friends.

Miss Lorene Conner, personal producer for the Lyle Stephenson agency, has been elected one of the seven directors of the Women's Chamber of Commerce of Kansas City. **Miss Conner** will serve for three years.

T. Loyal Anderson, actuary of the Illinois insurance department, has resigned and will become assistant actuary of the Federal Life of Chicago. He attended the University of Michigan. He was associated for some time with **D. F. Campbell**, the consulting actuary, in Chicago. Five years ago he was appointed actuary of the Illinois department.

Baggage worries don't bother travelers who carry an "America Fore" Personal Effects policy. Are your clients protected?



The AMERICA FORE GROUP of Insurance Companies

THE CONTINENTAL INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY

FIDELITY-PHENIX FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE

Eighty Maiden Lane.

ERNEST STURM, Chairman of the Boards

PAUL L. HAID, President

THE FIDELITY AND CASUALTY COMPANY

ERNEST STURM, Chairman of the Board

WADE FETZER, President

SAN FRANCISCO

New York, N.Y.

NEW YORK

CHICAGO

DALLAS

MONTREAL

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

OPPORTUNITY FOR PLUGGERS

Reduction in Expenditures for Aids in Increasing Production—Agents in Receptive Mood

COLUMBUS, O., May 28.—With the premium income going down, the tendency of the companies and agents is to cut down expenditures designed to increase production. The consequence is that at the very time when the agent most needs assistance and help, he finds that assistance and help reduced or removed by the companies. Moreover, many of the agents who in prosperous times were not in a mood to receive and use business building suggestions and aids sent out by the companies, are now in a different frame of mind and would welcome any assistance which might be given.

The consequence is that the company or agency which keeps plugging away, working an hour longer a day, and keeping up its courage has opportunities which are not ordinarily presented. Somebody always needs insurance. Moreover, the customers who buy insurance now are the kind who are likely to stick on the books if they are good moral risks to start with.

Agent Bears Brunt

The agent who is the middle man between the companies and the public finds himself the butt between the two. He must listen to the sad stories of customers all day long and comes back to his office to find that the companies instead of continuing aid and assistance, which at one time he thought he did not need or care to use, have cut off that aid and assistance at the very time when he feels that he needs it most. At the very moment when he most needs encouragement to face and meet the final consumer, frequently he finds his company taking exactly the same attitude he encounters outside, serving to confirm all that his customers have told him.

FIND TOLEDO FIRE WAS SET BY A PYROMANIAC

The fire which caused \$130,000 loss to the property of the American Railway Express Company in Toledo about two weeks ago was set by a pyromaniac, Charles Schenk. The fire was believed originally to have started from spontaneous ignition but a preliminary investigation by Charles Warner, assistant state fire marshal, led to further efforts on the fire by Ed Lee, deputy state fire marshal, working under the direction of Ray Gill, state fire marshal, and by Charles Miller, representative of the National Board, who got the confession from Schenk. A great part of the loss was from the destruction of 38 trucks, all of which were insured under binder in one company. Schenk admitted that he had set several fires in Indiana for the thrill experience.

GENERAL MUTUAL LIFE TO START OPERATIONS JUNE 25

The General Mutual Life, an affiliate of the Central Manufacturers Mutual of Van Wert, O., will start operations in Ohio about June 25, according to the statement of President C. A. L. Purmort.

The General Mutual Life is being incorporated with \$100,000 capital and \$75,000 paid in surplus. For the first year officers plan to confine operations to Ohio. Afterward the plan is to extend operations of the life company into all

the states in which the Central Manufacturers Mutual is licensed.

"The present trend in the United States," Mr. Purmort declared, "is for the grouping of various insurance companies under the same management. There is also a pronounced trend on the part of fire agencies and casualty agencies to sell life insurance as well as all other lines, thus turning their agency into what might be termed an insurance department store. Among the 1,500 licensed agents of the Central are many who in addition to selling fire and allied lines write life insurance. The General Mutual Life will, therefore, begin operations with the nucleus of an agency plant which in other life insurance companies requires considerable time to build up."

L. G. Purmort is vice-president and C. M. Purmort is secretary.

O. E. Strauch Is Ill

O. E. Strauch, vice president and secretary of the Wheeling Fire, is confined to his home on account of illness. He has been with the company for 23 years.

Talks on Appraisals

At the monthly meeting of the Insurance Board of Cleveland J. R. Hale of the American Appraisal of Milwaukee talked on "Appraisals as a Basis for Increasing Fire and Allied Lines." He outlined the history of appraisals and the part played in the insurance business. Of especial interest was the use of appraisals in securing allied lines of insurance. He gave many interesting incidents in making appraisals in various cities both here and abroad. Following the meet an open forum was held. This

marks the last regular monthly meeting of the board until next fall. A picnic for the organization is planned for June at Lakewood.

West Virginia Agents' Meeting

Arrangements are being made for the annual convention of the West Virginia Association of Insurance Agents to be held at the Elks Club, Parkersburg, June 9. It will only be a one-day session. President Clyde B. Smith of the National association will give an address. Some of the members will reach Parkersburg the day before and spend the time playing golf.

Blue Goose Annual Meeting

The annual meeting of the Ohio Blue Goose will be held in Columbus June 2. A number of candidates will be initiated and officers and delegates will be chosen. The following day the annual spring party will be held at the Scioto Country Club near Columbus. There will be golf and bridge in the afternoon and a dinner and dance in the evening. Allen C. Guy is chairman of the entertainment committee.

Ohio Notes

J. J. Conway, superintendent of the Cincinnati Salvage Corps, was in Chicago this week.

The Buckeye Insurance Agency Co., at Columbus, O., was incorporated this week by Jacob Friedman and others.

E. W. Gebhardt of the Lloyd-Thomas Company, Cleveland, will talk on appraisals at the meeting of the Union field club at Columbus next Tuesday.

Glenn L. Thrush, Ohio state agent of the National of Hartford, this week moved his office from the Hartman building, Columbus, to 707 Buckeye building.

S. J. Fultz, who was for many years connected with the James & Manchester Co., at Cleveland, O., has been admitted as a stockholder in the Cleveland Insurance Agency.

CENTRAL WESTERN STATES

FIREBUG MAKES CONFESSION

Roy Steward Involved in a Number of Incendiary Losses at Decatur and Danville

A widespread series of incendiary fires which have baffled the state fire marshal and authorities in Decatur, Ill., and Danville, Ill., for months have been solved by the confession and conviction at Decatur of Roy Steward of Brazil, Ind., according to announcement by State Fire Marshal Legreid of Illinois. Steward confessed to ten fires in Decatur and seven in Danville. After his conviction he also admitted a number of fires in Brazil, Ind., one of them in a rooming house.

According to Mr. Legreid, the confession of Steward represents the most extensive operations of an individual firebug in the history of the department. Steward was given a sentence of one to ten years at the Chester penitentiary on a plea of guilty to setting fire to a warehouse in Decatur.

Steward began his operations Sept. 29, 1929, by setting fire to the Pentecostal Church Mission at Decatur. The following day he set two other fires and on Oct. 7 set another fire in the church mission. The last fire to which he confessed in Decatur was at the Alexander Lumber Company May 10. His operations in Danville began Feb. 7 and extended to May 3 of this year. The fire marshal department has been hot on the trail of Steward for three months. He was picked up in Danville about two weeks ago by Deputy State Fire Marshal Abrams.

DEFENDS BIG D. S. R. AWARD

Frank A. Gorman Tells Detroit Council His Agency Can Give Better Service on Street Railway Line

DETROIT, May 28.—Frank A. Gorman, senior member of the Gorman & Thomas agency, appeared before the city council at a meeting which Mayor Charles Bowles also attended, to explain why his agency was given the \$10,000,000 insurance line on the Detroit Street Railways, when that agency offered no specific estimate of the premium, which had previously been \$82,000, more than \$7,000 higher than those of the Detroit Insurance Agency and Johnson & Higgins. Mr. Gorman told the council that engineers for his agency had gone over the D. S. R. property, knew its situation and needs and the agency was therefore prepared to give better insurance service than any other. He said that the \$82,000 premium figure was not a final one and that savings up to \$20,000 might be possible. At least \$8,000, he indicated, could be shaved from the premium on motor buses alone while he indicated that street cars, with new allocations, could be written at considerably less than originally estimated. He said the street cars could be insured under marine forms rather than fire, thereby permitting lower premiums.

Some criticism had appeared in the press of Mr. Gorman because of the seeming inconsistency that his agency is being awarded a big D. S. R. fire contract while the board of education, of which he is president, is a self-insurer. Mr. Gorman explained that the

schools of the city, valued at \$250,000,000, are so scattered that not more than \$2,000,000 of the property is in one location. The D. S. R., however, has rolling stock worth \$15,000,000 at a single location, he said.

PUT OUT CIGARETTE OR YOU GET NO GAS

INDIANAPOLIS, May 28.—Put out your cigarette in Indiana or you get no gas. Filling station attendants will be under strict orders to enforce this requirement on motorists when new rules, issued by State Fire Marshal Hogston, become effective June 1.

The new regulation states that gasoline shall not be transferred to a vehicle while the motor is running, the lights are burning, while any person in the vehicle is smoking, or a match or lighter is being used within 50 feet of the tank being filled. Similar safeguards were in old rules regulating garages, but did not clearly apply to filling stations.

Carlstrom Rules on Lloyds

Under the Illinois law each distinct group of Lloyds must designate in that state an attorney-in-fact for each group and pay a separate fee and a separate privilege tax. This was the opinion of Attorney General Carlstrom delivered to Superintendent Huskinson. The attorney general's opinion added that the same corporation or individual may be appointed as an attorney-in-fact to represent more than one group.

Moore Manager at Flint

Ben J. Moore, who for several years served as staff adjuster at the Saginaw, Mich., branch of the Western Adjustment, and later was appointed resident adjuster at Flint, Mich., has been promoted to manager of the Flint office.

Report on Dearborn, Mich.

Engineers for the National Board report the gross fire loss in Dearborn, Mich., at \$235,660, with average loss per fire of \$498 and average annual loss per capita of \$1.25.

Water supply is fairly adequate, with some unreliable features. The fire department is mainly efficient, but in need of additional companies. The fire alarm system is adequate and reliable. In the principal mercantile district, weak construction makes individual to group fires probable. In the manufacturing and minor mercantile districts the hazard is mainly local. Residential districts present the usual flying brand hazard incident to shingle roofs, particularly in the western portions of the city.

Self-Insurance Move in Detroit

DETROIT, May 28.—A resolution has been introduced in the city council asking the corporation counsel to prepare a measure whereby the city would become its own insurer on all city property and employes except in connection with the school board.

Detroit agencies now handle the placing of \$45,221,357 of city insurance with \$204,409 annual premiums. Under the proposed plan the city departments would pay their premiums into a central fund which would be invested in city bonds, and out of which losses would be paid.

Franklin County, Ill., Improves

Improvement has been noted in the economic condition of Franklin county since the opening on May 16 of Chicago, Wilmington and Franklin mine No. 2, near West Frankfort, Ill., which gives employment to 1,200 miners. This mine, which is one of the largest in the world, had been closed since the first of March.

Observers declare that mining activity is better in Franklin county this spring than it has been for the same season for the past 15 years. Seven of the largest mines are in operation.

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

LOYALTY GROUP

JANUARY 1, 1930, STATEMENTS

NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President
ORGANIZED 1855

JOHN KAY, Vice-Pres't and Treas.
ARCHIBALD KEMP, 2d Vice-President

FIREMEN'S INSURANCE COMPANY OF NEWARK, N. J.

ASSETS
\$60,811,870.00

LIABILITIES
\$14,495,225.00

CAPITAL
\$18,777,000.00

SURPLUS
POLICYHOLDERS
\$46,316,645.00

HENRY M. GRATZ, President
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1853

NEAL BASSETT, Chairman of the Board
ARCHIBALD KEMP, 2d Vice-Pres't

THE GIRARD F. & M. INSURANCE CO. OF PHILADELPHIA, PA.

\$ 6,252,740.00

\$ 3,401,657.00

\$ 1,000,000.00

\$2,851,083.00

NEAL BASSETT, President
A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1854

JOHN KAY, Vice-Pres't and Treas.
ARCHIBALD KEMP, 2d Vice-Pres't

THE MECHANICS INSURANCE CO. OF PHILADELPHIA, PA.

\$ 5,078,813.00

\$ 3,335,593.00

\$ 600,000.00

\$ 1,743,219.00

NEAL BASSETT, President
A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1866

JOHN KAY, Vice-Pres't and Treas.
ARCHIBALD KEMP, 2d Vice-Pres't

NATIONAL-BEN FRANKLIN FIRE INS. CO. OF PITTSBURGH, PA.

\$ 5,233,116.00

\$ 3,070,630.00

\$ 1,000,000.00

\$ 2,162,486.00

JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1871

NEAL BASSETT, Chairman of the Board
ARCHIBALD KEMP, 2d Vice-Pres't

SUPERIOR FIRE INSURANCE CO. OF PITTSBURGH, PA.

\$ 5,073,876.00

\$ 3,061,200.00

\$ 1,000,000.00

\$ 2,012,676.00

W. E. WOLLAEGER, President
A. H. HASSINGER, Vice-President

NEAL BASSETT, Chairman of Board
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1870

JOHN KAY, Vice-Pres.
ARCHIBALD KEMP, 2d Vice-Pres't

CONCORDIA FIRE INSURANCE CO. OF MILWAUKEE, WIS.

\$ 5,564,987.00

\$ 3,078,063.00

\$ 1,000,000.00

\$ 2,486,923.00

CHARLES L. JACKMAN, President
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1886

NEAL BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

CAPITAL FIRE INSURANCE CO. OF CONCORD, N. H.

\$ 652,382.00

\$ 13,200.00

\$ 300,000.00

\$ 689,182.00

CHARLES L. JACKMAN, President

ORGANIZED 1905

NEAL BASSETT, Vice-President

UNDERWRITERS FIRE INSURANCE CO. OF CONCORD, N. H.

\$ 379,723.00

\$ 187,080.00

\$ 100,000.00

\$ 192,643.00

CHAS. H. YUNKER, President
A. H. HASSINGER, Vice-Pres't

NEAL BASSETT, Chairman of Board
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1852

JOHN KAY, Vice-Pres't
ARCHIBALD KEMP, 2d Vice-Pres't

MILWAUKEE MECHANICS INSURANCE CO. OF MILWAUKEE, WIS.

\$13,045,126.00

\$ 7,886,590.00

\$ 2,000,000.00

\$ 5,158,536.00

J. SCOFIELD ROWE, President
J. C. HEYER, Vice-Pres't
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't

E. J. DONEGAN, Vice-Pres't and Gen'l Counsel
NEAL BASSETT, Chairman of Board
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1874

S. WM. BURTON, Vice-Pres't
E. K. McCLURE, Vice-Pres't
E. G. POTTER, 2nd Vice-Pres't

METROPOLITAN CASUALTY INSURANCE CO.

\$14,945,383.00

\$10,320,195.00

\$ 1,500,000.00

\$ 4,625,187.00

C. W. FEIGENSPAN, President
A. H. HASSINGER, Vice-Pres't

NEAL BASSETT, Chairman of the Board
JOHN KAY, Vice-Pres't
ORGANIZED 1909

W. VAN WINKLE, Vice-Pres't and Gen. Mgr.
E. C. FEIGENSPAN, Vice-Pres't
WELLS T. BASSETT, Vice-Pres't

COMMERCIAL CASUALTY INSURANCE CO.

\$14,741,017.00

\$ 9,712,813.00

\$ 2,500,000.00 \$ 5,028,203.00

TOTAL OF ASSETS
\$131,779,040*

TOTAL OF LIABILITIES
\$58,562,251

TOTAL NET PREMIUMS
\$49,400,938

WESTERN DEPARTMENT
844 Rush Street
Chicago, Illinois

EASTERN DEPARTMENT
10 Park Place
Newark, New Jersey

PACIFIC DEPARTMENT
60 Sansome Street
San Francisco, California

H. A. CLARK, Manager
H. R. M. SMITH

CANADIAN DEPARTMENT
461-467 Bay Street
Toronto, Canada

W. W. & E. G. POTTER,
Managers

JAMES SMITH FRED W. SULLIVAN
Assistant Managers

MASSIE & RENWICK, Limited,
Managers

JOHN R. COONEY CHAS. H. GATCHEL
Assistant Managers

*Includes Firemen's stock holdings in other insurance companies on capital and surplus basis.

Sharing Th

Close co-operation between General Agent and Local Agent means success for both of them. Local Agents are always sure of earnest and well planned assistance brought about by such co-operation.

J. L. DAVIS, INC.
Alabama
BIRMINGHAM, ALA.
COATES & RAINES
Arkansas
LITTLE ROCK, ARKANSAS
L. B. LEIGH & COMPANY
Arkansas
LITTLE ROCK, ARKANSAS
EDWARD BROWN & SONS
Pacific Coast and Rocky Mountain States
SAN FRANCISCO, CALIFORNIA
COBB, MILLER & STEBBINS
Colorado, Wyo., N. Mex., Kansas and Utah
DENVER, COLORADO
DALY GENERAL AGENCY, INC.
Colorado, Wyoming and New Mexico
DENVER, COLORADO

STANDART & MAIN
Colorado, Wyoming and New Mexico
DENVER, COLORADO
HURT & QUIN, INC.
Georgia, Alabama, So. Carolina and Florida
ATLANTA, GEORGIA
A. H. TURNER
Va., N.C., S.C., Ga., Fla., Ala., Tenn., Miss. & La.
ATLANTA, GEORGIA
GEORGE L. RAMEY AGENCY
Indiana
INDIANAPOLIS, IND.
KANSAS UNDERWRITERS
Kansas, Missouri and Oklahoma
WICHITA, KANSAS
MILLER-STUDEBAKER AGENCY
Kansas
TOPEKA, KANSAS

SNYDER BROS. GEN. AGENCY
Kentucky and Tennessee
LOUISVILLE, KENTUCKY
BLACK, ROGERS & CO., LTD.
Louisiana
NEW ORLEANS, LOUISIANA
JAS. B. ROSS
Mississippi and Louisiana
NEW ORLEANS, LOUISIANA
STECKLER-WAGNER, INC.
Louisiana and Mississippi
NEW ORLEANS, LOUISIANA
R. M. NEELY CO., INC.,
Minnesota
ST. PAUL, MINNESOTA
J. H. GOOD GENERAL AGENCY
Missouri and Kansas
KANSAS CITY, MISSOURI

[All offices participating in this publicity are members
of the American Association of Insurance General Agents]

The Burden

The General Agent's representatives are schooled to meet every condition in the Local Agent's territory and have a keen appreciation of his problems. They are easily reached to deal with emergency situations.

REYNOLDS BROTHERS
Nebraska, Colorado and Wyoming
FREMONT, NEBRASKA

W. S. WILKINSON
North Carolina
ROCKY MOUNT, N. C.

AMERICAN AGENCY COMPANY
Oklahoma
TULSA, OKLAHOMA

THE T. E. BRANIFF COMPANY
Oklahoma, Texas and Kansas
OKLAHOMA CITY, OKLAHOMA

L. N. EWING COMPANY, INC.
Oklahoma
TULSA, OKLAHOMA

PHIL GROSSMAYER CO.
Oregon
PORTLAND, OREGON

JOHN M. COGLEY, INC.
South Dakota
SIOUX FALLS, SOUTH DAKOTA

HOLLISTER, DUX & HOLLISTER
South Dakota
SIOUX FALLS, SOUTH DAKOTA

DEXTER BROS. & WHEELER
Texas
DALLAS, TEXAS

GEO. M. EASLEY & CO.
Texas
DALLAS, TEXAS

T. A. MANNING & SONS
Texas and Arkansas
DALLAS, TEXAS

TREZEVANT & COCHRAN
Texas, N. Mex., Okla., Ark. and Louisiana
DALLAS, TEXAS

FLOYD WEST & CO.
Texas
DALLAS, TEXAS

LOUIS E. ENGLISH, INC.
Virginia and North Carolina
RICHMOND, VIRGINIA

GORDON & BROWN
Virginia, West Virginia and North Carolina
RICHMOND, VIRGINIA

[All offices participating in this publicity are members
of the American Association of Insurance General Agents]

Directory of Leading Local Agents

The following are recommended as among the prominent and reliable agencies with good facilities for exchange and outside business.

COLORADO

Standart & Main
General Agents for
Colorado, New Mexico & Wyoming
Patterson Bldg. DENVER

ILLINOIS

**CRITCHELL, MILLER
WHITNEY & BARBOUR**
Established 1888
Insurance Exchange Building
CHICAGO

Eliel and Loeb Company
Insurance Exchange
Chicago

FRED S. JAMES & CO.
Insurance Exchange Building
Chicago

S. E. MOISANT CO., Inc.
Largest Agency in Kankakee Co.
164 No. Schuyler Ave.
Kankakee, Ill.

INDIANA

**THE STATE SAVINGS AND
TRUST COMPANY**
INSURANCE DEPARTMENT
9 East Market St., Indianapolis, Ind.
Complete facilities for handling all lines of
insurance anywhere in the State of Indiana.

KENTUCKY

**Chapman Insurance
Agency**
GENERAL AGENTS
U. S. Casualty Co. and agents for
leading Fire Insurance Companies
1310 STARKS BLDG. LOUISVILLE, KY.

LOUISIANA

LEON IRWIN & CO., Inc.
Unexcelled Insurance Facilities
NEW ORLEANS, LA.

MICHIGAN

Detroit Insurance Agency
George J. Gneu, Pres.
Harry L. Newman, Vice-Pres.
George W. Carter, Vice Pres.
Louis J. Lepper, Sec. -Treas.
Howard W. Gneu
Insurance Ex. Bldg. Detroit, Mich.

MURPHY & O'BRIEN
INSURANCE UNDERWRITERS
Tenth Floor, Donovan Building
DETROIT, MICH.

MICHIGAN (Cont.)

Established 1875
Grinnell-Row Company
GENERAL INSURANCE
Grand Rapids, Michigan

MISSOURI

Chas. L. Crane Agency Co.
Underwriters in All Branches
Thoroughly Trained Engineers
Representing the Largest Leading Companies
Eleventh Floor Pierce Bldg.
St. Louis, Mo.

Lawton-Byrne-Bruner
INSURANCE
Saint Louis

NEW JERSEY

Boynton Brothers & Co.
Ernest H. Boynton, President
Fred J. Cox, Vice President & Treas.
Roy C. Everts, Secretary
Insurance, Mortgages and Real Estate
200 Jefferson Street
PERTH AMBOY, NEW JERSEY

NEW YORK

CENTRAL FIRE AGENCY, INC.
(Underwriting Agency)
Risks accepted throughout the United
States, Canada, Cuba and Porto Rico
92 William Street, New York City

OHIO

ESTABLISHED 1870
**The Bruner-Goodhue-Cooke-
Cranz Agency Co.**
General Insurance
AKRON, OHIO
Representing Leading Companies Only

The McINTOSH-BOWERS-WEST CO.
Brokerage
Promptly Handled
148 So. Howard St. Akron, Ohio

Walter P. Dolle & Co.
"Insures Anything Insurable"
Dixie Terminal Bldg.
CINCINNATI
Submit Your Propositions to Us

Established 1899
FRANK J. MACKLIN
FIRE INSURANCE
306-10 Citizens Bank Bldg.
COLUMBUS, O.

THE C. F. MEDARIS CO.
Loans - Insurance
Surety Bonds
610 Gardner Bldg. Toledo, Ohio

OKLAHOMA

**THE T. E. BRANIFF
COMPANY**
Insurance Specialists
Oklahoma City, Oklahoma

TENNESSEE

LOVENTHAL BROS.
Representing Seventeen Strong
Companies, writing every form of
INSURANCE
General Agents New York Indemnity Co.
Nashville, Tenn.

TEXAS

RICE & BELK
INSURANCE
Established 1886
HOUSTON, TEXAS

WEST VIRGINIA

FOUNDED 1876
Patterson, Bell & Crane Co.
INSURANCE and BONDS
CHARLESTON, WEST VIRGINIA
Engineering Services and Underwriting
Facilities for W. Va. Lines

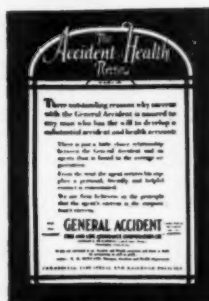
J. F. Paull & Company
GENERAL AGENTS
Rooms 508-9-10 Board of Trade Bldg.
Wheeling, W. Va.
Ohio, Pennsylvania and West Va.
Business Solicited

LEE C. PAULL
INSURANCE
Wheeling, W. Va.
Engineering Dept. J. E. Brown
Brokerage Dept. O. W. Linde
W. Va. Brokerage Solicited

WISCONSIN

Chris Schroeder & Son Co
86 Michigan St. MILWAUKEE
Engineering Service—All Lines
The largest insurance agency in the
State of Wisconsin

Carpenter & Rowland
612 Main St. RACINE, WIS.



BY applying the sales ideas and suggestions given monthly in this magazine—the only exclusive accident and health magazine published—agents have greatly increased their accident and health premium income. You too can learn how to sell more accident and health insurance. Don't miss another issue.

Mail the Coupon Now.

The Accident and Health Review,
175 W. Jackson Blvd.,
Chicago, Ill.
Send me The A. & H. Review for one year
starting with the next issue and bill me for \$2
Name
Address
City..... State.....

News of States in the Northwest

CHAIN STORES ARE DISCUSSED

One of Topics Considered by Wisconsin Legislative Committee—Hearing in Milwaukee June 2

MILWAUKEE, May 28.—A larger attendance of fire insurance men, including both state and local agents, is expected at the hearing which the Wisconsin legislative interim committee will hold here June 4. Hearings the past week at Janesville, Racine and Kenosha have had only a small attendance.

Chain stores were discussed at one hearing, when it was urged that insurance companies pay brokerage charges to their agents when the company writes blanket insurance for all the stores of a chain. Senator H. E. Boldt, chairman of the committee, pointed out that an unlicensed company in some other state may insure all the stores of the chain more cheaply than a licensed company can an independent merchant, causing unfair competition to the advantage of the chain store. Qualifications for agents were also discussed.

At Racine Fire Chief Gillen said something should be done to make persons carry out recommendations of local fire departments as to removing fire hazards. Chief Gillen said many people do not clean up when they are told to by the department and it has no authority to make them do so. He suggested insurance should be cancelled until conditions are rectified.

The question of numerous small fires for which no call is sent to the fire department, the cause of these fires, and what should be done regarding insurance carried, was discussed while the investigating committee was getting opinions on its question: "Is it desirable that owners be required to stand small fire losses themselves, not exceeding, say, 5 percent of the insured value, it being taken for granted that this would result in a very material reduction in fire insurance rates?"

AGENTS TO MAKE REFUNDS ON POLICIES IN WISCONSIN

Holders of fire insurance policies can secure refunds under the new rates recently issued by applying to the agent who issued the policy, the refunds to be on premiums from Feb. 17, 1930, to the date the policy expires, Commissioner Milton A. Freedy of Wisconsin announces.

There is no uniform decrease, and the amount of the refund depends on the character of the policy carried, it was explained. Local agents are not overjoyed at the prospect of looking after refunds, in addition to working harder for business than they have had to for three years past.

WISCONSIN FIELD MEN PLAN ANNUAL MEETING

MILWAUKEE, May 28.—The Wisconsin Fire Underwriters Association is making plans for the annual meeting at Egg Harbor June 25-26.

Bertram F. Lutz of the Law Union & Rock is chairman of the committee in charge of baseball and Edwin L. Sternberg of the Baltimore American is chairman of the golf committee.

Plans have been announced for a dinner dance Wednesday evening and a bridge tournament Thursday night. In addition the committee is holding out the enticement that some of the best bass fishing in the world is to be had about a mile and a half west of Egg Harbor.

Want Hoover to Visit Fargo

Ray D. Warner of the Warner Insurance Agency, president of the Fargo

chamber of commerce, has sent a letter to President Hoover supporting the invitation tendered the president by the Fargo city commission, asking the president to visit that city on his proposed tour of the northwest in August. Mr. Warner on behalf of the chamber of commerce urged Mr. Hoover to deliver an address there.

Should Cover Vocational Schools

MADISON, WIS., May 28.—It is the duty of a vocational school board to carry fire insurance on vocational school buildings although the title is held by the city, according to an opinion from the Wisconsin attorney general's office to the board of vocational education at Oshkosh.

"The carrying of insurance is as much a part of the cost of operation of vocational schools as is the employment of teachers and the purchase of buildings and equipment for such use," the opinion holds.

Joint Meeting to Hear Stone

MINNEAPOLIS, May 28.—The Minnesota Blue Goose and the Insurance Club of Minneapolis held a joint luncheon meeting Monday to hear Edward C. Stone, United States manager of the Employers Liability, on "The Fiftieth Anniversary of Liability Insurance." Members of the Minneapolis Claim Men's Association were guests at the meeting. The meeting constituted the final weekly gathering of the Blue Goose for the season. R. L. Hanson, most loyal gander, is completing plans for the annual outing at Alexandria.

James B. Leedom, president of Leedom, Miller & Noyes, Milwaukee, is on a vacation trip in California. Mr. Leedom will return to Milwaukee about July 1.

RIPON HORSE IN NICHE BESIDE O'LEARY COW

RIPON, WIS., May 28.—A niche beside Mrs. O'Leary's cow should be reserved in the hall of famous animals for the runaway horse, which kicked over a gasoline inlet pipe of an oil plant here Saturday and ignited the gasoline with a spark from its shoe, causing property damage which is running well over \$200,000. The entire warehouse district was threatened and five men were injured, two perhaps fatally.

Lumber was being thrown into the wagon to which the horse was hitched when the animal became frightened and ran through the premises of the Wadhams oil company. The manager saw the accident and ran to shut off the gasoline line, but before he could do so one tank exploded, and the other six tanks then exploded successively as flaming fluid fell on them.

IN THE MISSOURI VALLEY

PROGRESS MADE ON REFUNDS

Will Take Some Time Before Checks
Are Mailed as All Cancellations
Are Not In

TOPEKA, KAN., May 28.—The Kansas department is making considerable progress in getting ready for the refund checks to pay the impounded premiums to the policyholders under the settlement of the fire insurance rate case. It is going to be some time before any checks are written and sent out as there is much corrective work to be done. Not all the companies have filed the cancellations on policies issued previous to 1930 and cancelled in January, February or March of this year. Notices have been sent to the companies that no cancellations will be received after June 1. The largest company which has been completed so far has 150,000 policies in Kansas. However, it is not the largest company operating in the state.

Hold Annual Meeting in Columbia

The annual meeting of the Missouri State Fire Prevention Association will be held in Columbia June 24-26. L. E. State of Columbia is in charge of the local arrangements. A record attendance is anticipated.

Organize Monett Board

The development group of the Missouri Association of Insurance Agents, on its trip into southwestern Missouri, organized a local board at Monett, Mo., and instituted movements for similar organizations at Neosho and Rich Hill. The group was headed by T. S. Ridge, Jr., president of the state association, Wilbur F. Maring, Jr., executive secretary; W. O. Woodsmall of the Fire Association, and James K. Coolidge of the state insurance department.

Give Okoboji Meeting Plans

DES MOINES, May 28.—A. H. Alexander, general chairman of the annual Blue Goose splash at Manhattan Beach, Okoboji, July 10-11, has distributed the full list of events and committees. The advisory committee is composed of Fred E. Brake, Charles D. Wherry, Pritchard Payseur and Will H. Harrison. H. Verne

Myers of Waterloo heads the finance committee and A. C. Hall is chairman on grounds. The scope of the event has been broadened so that it includes all Iowa field men, whether members of the Blue Goose or not. In the preliminary announcement Chairman Alexander suggests that each field man confer with his company officials, giving date of the big event, so that they may plan to be present if they desire.

Hold Springfield Must Pay

DES MOINES, May 28.—The Springfield Fire & Marine will have to pay \$16,151 for losses in the Grimes Canning Company fire at Rockwell City as a result of a directed verdict in the United States district court here.

The Springfield was made defendant in a \$23,000 suit brought by five other companies which had insured corn destroyed in the fire Dec. 7, 1929. The fire broke out three minutes before noon. The Springfield's policy went into effect

at noon, but as the corn was not destroyed until after the policy went into effect the court held the insurance must be paid.

Plaintiff companies were the National Fire, Liverpool & London & Globe, Fireman's Fund, Hawkeye-Des Moines Underwriters and Commonwealth.

Iowa Notes

Ed. O. Turk, Clarion, Ia., has sold his insurance business to Charles Payne. Mr. Turk, who has been in ill health, has been advised by his physicians to take a year's rest from business activities.

The Jules H. Kerker Company, Davenport, Ia., has been incorporated with \$25,000 capital. Jules H. Kerker is president and Bessie Kerker, secretary.

The firm of Boyd & Grove, conducting an insurance business at Roland, Ia., for the past six years, has been dissolved. O. S. Boyd and O. M. Grove will each conduct his own agency in the future.

James Crangle, 75, well known Sioux City insurance man, was stricken with apoplexy in his auto near LeMars Friday afternoon and was found a few hours later by passers-by. Mr. Crangle had lived in Sioux City only five years, going there from Marcus, Ia., where he was an agent 30 years.

STATES OF THE SOUTHWEST

POLK HEAD OF TEXAS AGENTS

Directors Name Corsicana Man in Mail
Vote—C. H. Walton Is
Vice-President

E. M. Polk of Corsicana has been elected president of the Texas Association of Insurance Agents and C. H. Walton of Fort Worth, vice-president. The directors were elected at the annual meeting and they in turn elect the officers. A ballot was mailed to each member of the board and the returns show that both Mr. Polk and Mr. Walton were elected to these respective offices unanimously. Both men are very active in the organization. D. G. Foreman of Fort Worth continues as secretary.

April Fire Loss Higher

Fire loss for Oklahoma increased \$104,406 during the month of April above that of March, according to figures released by C. R. O'Neal, state fire marshal.

SMOKING IN BED DANGEROUS

Popularity of Cigarette Smoking by
Women Makes Grave Fire Problem
in Texas

AUSTIN, TEX., May 28.—The habit of women lying in bed and smoking has caused a 50 percent increase in Texas' fire loss from smoking, according to the state fire insurance department.

The department has announced that the increasing popularity of cigarettes with women has made prevention of fires from smoking in bed the most serious problem facing the department at present.

Weaver With National Standard

Vernon H. Weaver, who has resigned as special agent for the America Fore companies in Louisiana, has joined the National Standard Fire of Houston, Tex., as vice-president and will take charge of its underwriting. He started

NORTHERN ASSURANCE CO. LTD. OF LONDON

A PROGRESSIVE COMPANY FOR PROGRESSIVE AGENTS

CHICAGO

NEW YORK

SAN FRANCISCO



AUTOMOBILE FIRE, THEFT,
TORNADO, COLLISION,
PLATE GLASS.

USE and OCCUPANCY
FIRE—TORNADO



WASHINGTON, D.C.

DESIRABLE AGENTS WANTED

IN

VIRGINIA — NORTH CAROLINA — SOUTH CAROLINA

JOSEPH A. BURKART
PRESIDENT

SPENCER B. CURRY
VICE PRESIDENT
AND GENERAL MANAGER

AUTOMOBILE LIABILITY
and PROPERTY DAMAGE
WORKMEN'S COMPENSATION
PUBLIC, GENERAL and
ELEVATOR LIABILITY

Directory of Leading Local Agents

The following are recommended as among the prominent and reliable agencies with good facilities for exchange and outside business.

COLORADO

Standart & Main
General Agents for
Colorado, New Mexico & Wyoming
Patterson Bldg. DENVER

ILLINOIS

**CRITCHELL, MILLER
WHITNEY & BARBOUR**
Established 1888
Insurance Exchange Building
CHICAGO

Eliel and Loeb Company
Insurance Exchange
Chicago

FRED S. JAMES & CO.
Insurance Exchange Building
Chicago

S. E. MOISANT CO., Inc.
Largest Agency in Kankakee Co.
164 No. Schuyler Ave.
Kankakee, Ill.

INDIANA

**THE STATE SAVINGS AND
TRUST COMPANY**
INSURANCE DEPARTMENT
9 East Market St., Indianapolis, Ind.
Complete facilities for handling all lines of
insurance anywhere in the State of Indiana.

KENTUCKY

**Chapman Insurance
Agency**
GENERAL AGENTS
U. S. Casualty Co. and agents for
Leading Fire Insurance Companies
1310 STARKS BLDG. LOUISVILLE, KY.

LOUISIANA

LEON IRWIN & CO., Inc.
Unexcelled Insurance Facilities
NEW ORLEANS, LA.

MICHIGAN

Detroit Insurance Agency
George J. Gnu, Pres.
Harry L. Newman, Vice-Pres.
George W. Carter, Vice Pres.
Louis J. Lepper, Sec. -Treas.
Howarth W. Gnu
Insurance Ex. Bldg. Detroit, Mich.

MURPHY & O'BRIEN
INSURANCE UNDERWRITERS
Tenth Floor, Donovan Building
DETROIT, MICH.

MICHIGAN (Cont.)

Established 1875
Grinnell-Row Company
GENERAL INSURANCE
Grand Rapids, Michigan

MISSOURI

Chas. L. Crane Agency Co.
Underwriters in All Branches
Thoroughly Trained Engineers
Representing the Largest Leading Companies
Eleventh Floor Pierce Bldg.
St. Louis, Mo.

Lawton-Byrne-Bruner
INSURANCE
Saint Louis

NEW JERSEY

Boynton Brothers & Co.
Ernest H. Boynton, President
Fred J. Cox, Vice President & Treas.
Roy C. Everts, Secretary
Insurance, Mortgages and Real Estate
200 Jefferson Street
PERTH AMBOY, NEW JERSEY

NEW YORK

CENTRAL FIRE AGENCY, INC.
(Underwriting Agency)
Risks accepted throughout the United
States, Canada, Cuba and Porto Rico
92 William Street, New York City

OHIO

ESTABLISHED 1870
**The Bruner-Goodhue-Cooke-
Cranz Agency Co.**
General Insurance
AKRON, OHIO
Representing Leading Companies Only

The McINTOSH-BOWERS-WEST CO.
Brokerage
Promptly Handled
148 So. Howard St. Akron, Ohio

Walter P. Dolle & Co.
"Insures Anything Insurable"
Dixie Terminal Bldg.
CINCINNATI
Submit Your Propositions to Us

Established 1899
FRANK J. MACKLIN
FIRE INSURANCE
306-10 Citizens Bank Bldg.
COLUMBUS, O.

THE C. F. MEDARIS CO.
Loans - Insurance
Surety Bonds
610 Gardner Bldg. Toledo, Ohio

OKLAHOMA

**THE T. E. BRANIFF
COMPANY**
Insurance Specialists
Oklahoma City, Oklahoma

TENNESSEE

LOVENTHAL BROS.
Representing Seventeen Strong
Companies, writing every form of
INSURANCE
General Agents New York Indemnity Co.
Nashville, Tenn.

TEXAS

RICE & BELK
INSURANCE
Established 1886
HOUSTON, TEXAS

WEST VIRGINIA

FOUNDED 1876
Patterson, Bell & Crane Co.
INSURANCE and BONDS
CHARLESTON, WEST VIRGINIA
Engineering Services and Underwriting
Facilities for W. Va. Lines

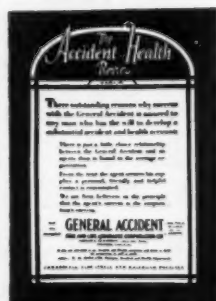
J. F. Paull & Company
GENERAL AGENTS
Rooms 508-9-10 Board of Trade Bldg.
Wheeling, W. Va.
Ohio, Pennsylvania and West Va.
Business Solicited

LEE C. PAULL
INSURANCE
Wheeling, W. Va.
Engineering Dept. J. E. Brown
Brokerage Dept. O. W. Linde
W. Va. Brokerage Solicited

WISCONSIN

Chris Schroeder & Son Co
86 Michigan St. MILWAUKEE
Engineering Service—All Lines
The largest insurance agency in the
State of Wisconsin

Carpenter & Rowland
612 Main St. RACINE, WIS.



BY applying the sales ideas and suggestions given monthly in this magazine—the only exclusive accident and health magazine published—agents have greatly increased their accident and health premium income. You too can learn how to sell more accident and health insurance. Don't miss another issue.

Mail the Coupon Now.

The Accident and Health Review,
175 W. Jackson Blvd.,
Chicago, Ill.
Send me The A. & H. Review for one year
starting with the next issue and bill me for \$2
Name
Address
City..... State.....

News of States in the Northwest

CHAIN STORES ARE DISCUSSED

One of Topics Considered by Wisconsin
Legislative Committee—Hearing
in Milwaukee June 2

MILWAUKEE, May 28.—A larger attendance of fire insurance men, including both state and local agents, is expected at the hearing which the Wisconsin legislative interim committee will hold here June 4. Hearings the past week at Janesville, Racine and Kenosha have had only a small attendance.

Chain stores were discussed at one hearing, when it was urged that insurance companies pay brokerage charges to their agents when the company writes blanket insurance for all the stores of a chain. Senator H. E. Boldt, chairman of the committee, pointed out that an unlicensed company in some other state may insure all the stores of the chain more cheaply than a licensed company can an independent merchant, causing unfair competition to the advantage of the chain store. Qualifications for agents were also discussed.

At Racine Fire Chief Gillen said something should be done to make persons carry out recommendations of local fire departments as to removing fire hazards. Chief Gillen said many people do not clean up when they are told to by the department and it has no authority to make them do so. He suggested insurance should be cancelled until conditions are rectified.

The question of numerous small fires for which no call is sent to the fire department, the cause of these fires, and what should be done regarding insurance carried, was discussed while the investigating committee was getting opinions on its question: "Is it desirable that owners be required to stand small fire losses themselves, not exceeding, say, 5 percent of the insured value, it being taken for granted that this would result in a very material reduction in fire insurance rates?"

AGENTS TO MAKE REFUNDS ON POLICIES IN WISCONSIN

Holders of fire insurance policies can secure refunds under the new rates recently issued by applying to the agent who issued the policy, the refunds to be on premiums from Feb. 17, 1930, to the date the policy expires, Commissioner Milton A. Freedy of Wisconsin announces.

There is no uniform decrease, and the amount of the refund depends on the character of the policy carried, it was explained. Local agents are not overjoyed at the prospect of looking after refunds, in addition to working harder for business than they have had to for three years past.

WISCONSIN FIELD MEN PLAN ANNUAL MEETING

MILWAUKEE, May 28.—The Wisconsin Fire Underwriters Association is making plans for the annual meeting at Egg Harbor June 25-26.

Bertram F. Lutz of the Law Union & Rock is chairman of the committee in charge of baseball and Edwin L. Sternberg of the Baltimore American is chairman of the golf committee.

Plans have been announced for a dinner dance Wednesday evening and a bridge tournament Thursday night. In addition the committee is holding out the enticement that some of the best bass fishing in the world is to be had about a mile and a half west of Egg Harbor.

Want Hoover to Visit Fargo

Ray D. Warner of the Warner Insurance Agency, president of the Fargo

chamber of commerce, has sent a letter to President Hoover supporting the invitation tendered the president by the Fargo city commission, asking the president to visit that city on his proposed tour of the northwest in August. Mr. Warner on behalf of the chamber of commerce urged Mr. Hoover to deliver an address there.

Should Cover Vocational Schools

MADISON, WIS., May 28.—It is the duty of a vocational school board to carry fire insurance on vocational school buildings although the title is held by the city, according to an opinion from the Wisconsin attorney general's office to the board of vocational education at Oshkosh.

"The carrying of insurance is as much a part of the cost of operation of vocational schools as is the employment of teachers and the purchase of buildings and equipment for such use," the opinion holds.

Joint Meeting to Hear Stone

MINNEAPOLIS, May 28.—The Minnesota Blue Goose and the Insurance Club of Minneapolis held a joint luncheon meeting Monday to hear Edward C. Stone, United States manager of the Employers Liability, on "The Fiftieth Anniversary of Liability Insurance." Members of the Minneapolis Claim Men's Association were guests at the meeting. The meeting constituted the final weekly gathering of the Blue Goose for the season. R. L. Hanson, most loyal gander, is completing plans for the annual outing at Alexandria.

James B. Leedom, president of Leedom, Miller & Noyes, Milwaukee, is on a vacation trip in California. Mr. Leedom will return to Milwaukee about July 1.

RIPON HORSE IN NICHE BESIDE O'LEARY COW

RIPON, WIS., May 28.—A niche beside Mrs. O'Leary's cow should be reserved in the hall of famous animals for the runaway horse, which kicked over a gasoline inlet pipe of an oil plant here Saturday and ignited the gasoline with a spark from its shoe, causing property damage which is running well over \$200,000. The entire warehouse district was threatened and five men were injured, two perhaps fatally.

Lumber was being thrown into the wagon to which the horse was hitched when the animal became frightened and ran through the premises of the Wadhams oil company. The manager saw the accident and ran to shut off the gasoline line, but before he could do so one tank exploded, and the other six tanks then exploded successively as flaming fluid fell on them.

IN THE MISSOURI VALLEY

PROGRESS MADE ON REFUNDS

Will Take Some Time Before Checks
Are Mailed as All Cancellations
Are Not In

TOPEKA, KAN., May 28.—The Kansas department is making considerable progress in getting ready for the refund checks to pay the impounded premiums to the policyholders under the settlement of the fire insurance rate case. It is going to be some time before any checks are written and sent out as there is much corrective work to be done. Not all the companies have filed the cancellations on policies issued previous to 1930 and cancelled in January, February or March of this year. Notices have been sent to the companies that no cancellations will be received after June 1. The largest company which has been completed so far has 150,000 policies in Kansas. However, it is not the largest company operating in the state.

Hold Annual Meeting in Columbia

The annual meeting of the Missouri State Fire Prevention Association will be held in Columbia June 24-26. L. E. State of Columbia is in charge of the local arrangements. A record attendance is anticipated.

Organize Monett Board

The development group of the Missouri Association of Insurance Agents, on its trip into southwestern Missouri, organized a local board at Monett, Mo., and instituted movements for similar organizations at Neosho and Rich Hill. The group was headed by T. S. Ridge, Jr., president of the state association, Wilbur F. Maring, Jr., executive secretary; W. O. Woodsmall of the Fire Association, and James K. Coolidge of the state insurance department.

Give Okoboji Meeting Plans

DES MOINES, May 28.—A. H. Alexander, general chairman of the annual Blue Goose splash at Manhattan Beach, Okoboji, July 10-11, has distributed the full list of events and committees. The advisory committee is composed of Fred E. Brake, Charles D. Wherry, Pritchard Payseur and Will H. Harrison. H. Verne

Myers of Waterloo heads the finance committee and A. C. Hall is chairman on grounds. The scope of the event has been broadened so that it includes all Iowa field men, whether members of the Blue Goose or not. In the preliminary announcement Chairman Alexander suggests that each field man confer with his company officials, giving date of the big event, so that they may plan to be present if they desire.

Hold Springfield Must Pay

DES MOINES, May 28.—The Springfield Fire & Marine will have to pay \$16,151 for losses in the Grimes Canning Company fire at Rockwell City as a result of a directed verdict in the United States district court here.

The Springfield was made defendant in a \$23,000 suit brought by five other companies which had insured corn destroyed in the fire Dec. 7, 1929. The fire broke out three minutes before noon. The Springfield's policy went into effect

at noon, but as the corn was not destroyed until after the policy went into effect the court held the insurance must be paid.

Plaintiff companies were the National Fire, Liverpool & London & Globe, Fireman's Fund, Hawkeye-Des Moines Underwriters and Commonwealth.

Iowa Notes

Ed. O. Turk, Clarion, Ia., has sold his insurance business to Charles Payne. Mr. Turk, who has been in ill health, has been advised by his physicians to take a year's rest from business activities.

The Jules H. Kerker Company, Davenport, Ia., has been incorporated with \$25,000 capital. Jules H. Kerker is president and Bessie Kerker, secretary.

The firm of Boyd & Grove, conducting an insurance business at Roland, Ia., for the past six years, has been dissolved. O. B. Boyd and O. M. Grove will each conduct his own agency in the future.

James Crangle, 75, well known Sioux City insurance man, was stricken with apoplexy in his auto near LeMars Friday afternoon and was found a few hours later by passers-by. Mr. Crangle had lived in Sioux City only five years, going there from Marcus, Ia., where he was an agent 30 years.

STATES OF THE SOUTHWEST

POLK HEAD OF TEXAS AGENTS

Directors Name Corsicana Man in Mail
Vote—C. H. Walton Is
Vice-President

E. M. Polk of Corsicana has been elected president of the Texas Association of Insurance Agents and C. H. Walton of Fort Worth, vice-president. The directors were elected at the annual meeting and they in turn elect the officers. A ballot was mailed to each member of the board and the returns show that both Mr. Polk and Mr. Walton were elected to these respective offices unanimously. Both men are very active in the organization. D. G. Foreman of Fort Worth continues as secretary.

April Fire Loss Higher

Fire loss for Oklahoma increased \$104,406 during the month of April above that of March, according to figures released by C. R. O'Neal, state fire marshal.

SMOKING IN BED DANGEROUS

Popularity of Cigarette Smoking by
Women Makes Grave Fire Problem in Texas

AUSTIN, TEX., May 28.—The habit of women lying in bed and smoking has caused a 50 percent increase in Texas' fire loss from smoking, according to the state fire insurance department.

The department has announced that the increasing popularity of cigarettes with women has made prevention of fires from smoking in bed the most serious problem facing the department at present.

Weaver With National Standard

Vernon H. Weaver, who has resigned as special agent for the America Fore companies in Louisiana, has joined the National Standard Fire of Houston, Tex., as vice-president and will take charge of its underwriting. He started

NORTHERN ASSURANCE CO. LTD. OF LONDON

A PROGRESSIVE COMPANY FOR PROGRESSIVE AGENTS

CHICAGO

NEW YORK

SAN FRANCISCO



AUTOMOBILE FIRE, THEFT,
TORNADO, COLLISION,
PLATE GLASS.
USE and OCCUPANCY
FIRE—TORNADO



WASHINGTON, D.C.

DESIRABLE AGENTS WANTED
IN

VIRGINIA — NORTH CAROLINA — SOUTH CAROLINA

JOSEPH A. BURKART
PRESIDENT

SPENCER B. CURRY
VICE PRESIDENT
AND GENERAL MANAGER

A DIRECTORY OF RESPONSIBLE INDEPENDENT ADJUSTERS

COLORADO, WYO. AND N. MEX.

L. B. DAVIS ADJUSTMENT COMPANY
INVESTIGATIONS—ADJUSTMENTS—
—INSPECTIONS
For the Insurance Companies Only
Formerly Branch Manager, Retail Credit
Co., Inc.
1614 University Bldg. Denver, Colo.

ILLINOIS (Cont.)

NORTHERN ADJUSTMENT CO., Inc.
419 W. State St. Rockford, Ill.
James A. Penny, Pres. & Mgr.
Phone Main 3587
CASUALTY AND SURETY INVESTI-
GATIONS AND ADJUSTMENTS

MICHIGAN (Cont.)

Fire — Automobile — Marine
E. L. NOLD
Insurance Adjuster
2819 DAVID STOTT BLDG.
Detroit, Mich. Phone Cad. 0670
Night Calls Lenox 8217

OHIO (Cont.)

C. L. HARRIS & COMPANY
General Adjusters
Cleveland—Auditorium Bldg.
Akron—412 Akron Savings & Loan Bldg.
Youngstown—610 Mahoning Bank Bldg.
Toledo—628 Nicholas Bldg.
Columbus—10th Floor, Outlook Bldg.
Cincinnati—411 First Nat'l Bank Bldg.
 Lima—308 Lima Trust Bldg.

Wilson Adjustment Company

Adjusters of Insurance Losses
All Modern Coverage
840 Gas & Electric Bldg. Denver, Colorado
710 First Nat'l Bldg. Albuquerque, N. M.
205 Two-Republics Bldg., El Paso, Texas

INDIANA

A. M. FOLEY
Adjustment Bureau
South Bend, Indiana
205 Union Trust Bldg. Tel. 2-2782
Automobile and Casualty Claims

ALLEN C. FRINK

Adjuster Fire and Automobile Losses
Exclusively Since 1910
223-224 Commerce Building,
Kalamazoo, Mich.
Phone Office 7341 Home 2-5743

S. R. LEWIS

204-8 Davis & Farley Bldg.
CLEVELAND
Tel. Main 167

DISTRICT OF COLUMBIA

NICHOLS COMPANY
INVESTIGATIONS & ADJUSTMENTS
FOR
INSURANCE COMPANIES
D. C.—Md.—Va.—W. Va.
Suite 625-26-27-28 Bond Building
WASHINGTON, D. C.
Practical, Prompt, & Courteous Service

S. Indiana W. Kentucky S. Illinois
SOUTHERN INDIANA ADJUSTMENT CO.
411 Mercantile Bank Bldg.
EVANSVILLE
Specializing in Auto-Compensation-Accident
Health Claims. Insurance Companies only.
Thos. M. Duncan, Mgr. Phone M. 878

MINNESOTA

LYMAN HANES, Inc.
General Adjusters
for Insurance Companies
FARGO and MINNEAPOLIS

THAYER'S UNDERWRITERS SURVEY CO.

E. A. Thayer, General Manager
N. R. Thayer, Supt. of Claims
563-4-5-6 Finance Bldg.,
Cleveland, Ohio
Adjusters for the companies in every kind of
insurance loss. Twenty-nine years' experience
qualifies us.

ILLINOIS

G. R. BARTELS
Insurance Adjuster
166 W. Jackson Blvd. Chicago
Health-Accident Liability Burglary Compensation
Plate Glass Casualty Surety Automobile

INDIANA ADJUSTMENT CO.
Automobile Adjustments
Separate Offices at
INDIANAPOLIS
FORT WAYNE
TERRE HAUTE
EVANSVILLE

MISSOURI

MoKanOkla Adjustment Company

Adjusters for Companies Only
805 Temple Bldg., Wichita, Kansas
207 Davidson Bldg., Kansas City, Mo.
617 Insurance Bldg., Oklahoma City, Okla.
1118 Hunt Bldg., Tulsa, Oklahoma

S. W. OHIO S. E. INDIANA

FRED W. PETERS

INDEPENDENT ADJUSTER
Fire, Tornado and Automobile Losses
1041 Third National Bldg., DAYTON, OHIO

ARTHUR L. LADD & CO.

CLAIM DEPARTMENT
SERVICE TO INSURANCE COMPANIES
We Will Handle One Case or All Your Cases
EVERY KIND OF INSURANCE CLAIMS
A-2027-31 Insurance Exchange, Chicago
Phone HARRISON 9035

Iowa Casualty Adjustment Co.
Ray B. Dunley
Specializing on
Automobile and Casualty Claims
Paramount Theatre Bldg. Des Moines, Ia.

THOS. J. ENGLISH

Specializing on
AUTOMOBILE and CASUALTY
CLAIMS
Pierce Bldg. ST. LOUIS, MO.

Northern and Central Ohio

SCOTT S. WOLF

811 Carbon St. Fremont, Ohio
Phone East 1908
40 Years Experience in Real Estate,
Insurance and Contracting Business

WILSON S. LEVENS & CO.

A-1315 INSURANCE EXCHANGE
Fire, Auto, Inland Marine, and Aircraft

KENTUCKY

Kentucky Indiana Tennessee
J. H. HARRISON
GENERAL ADJUSTER
1245-47 Starks Bldg., Louisville, Ky.
Phone City 3815

NEBRASKA

The JOHN D. GARMIRE

Independent Adjusting Office
Omaha, Nebr. Est. 1907
ASSOCIATE ADJUSTERS:
Frank A. Sucha Harvie A. Jewell
Jack H. Mack J. Verne Brewer

OHIO ADJUSTERS, INC.

305 Leader Bldg., Cleveland, Ohio
General Insurance Adjusters.
Resident Adjusters in All Sections of Ohio.
Fire, Fire & Theft, Casualty, Accident &
Health, Marine, Surety Bonds, Aircraft

MARTIN

ADJUSTMENT CO., Inc.
Automobile, Burglary and Inland
Marine Adjustments
A-1338-32 Insurance Exchange, Chicago
Harrison 0514

Kentucky Southern Indiana

C. J. PURCELL
Adjuster
Investigations and Inspections.
Automobile Losses Exclusively.
Especially experienced on automobile finance
business.
Starks Building, Louisville, Ky.

OHIO

Insurance Service

of Canton, Inc.
819 Renkert Bldg., Canton, Ohio
J. A. Anderson, Mgr. Phone 5167
ADJUSTMENTS — INSPECTIONS
APPRAISALS

THE CENTRAL OHIO ADJUST- MENT BUREAU, INC.

35 East Gay St. Columbus, Ohio
Adjustments, Inspections, Investiga-
tions, for Insurance Companies.
W. C. Beatty, Mgr.

JOSEPH RICE & CO.

INVESTIGATIONS & ADJUSTMENTS
ALL CASUALTY LINES
Chicago Office Milwaukee Office
966 Ins. Exch. Bldg. 601 Guaranty Bldg.

MARYLAND

HENRY L. ROSE & CO.
Incorporated
Adjusters for Insurance Companies
General Offices
BALTIMORE, MD.
Wilmington, Del. Washington, D. C.

THE STARK INSURANCE ADJUSTMENT CO.

12th Floor, Harter Bank Bldg.
CANTON, OHIO
and Surrounding Territory
Prompt and Efficient Claim Service for the
Companies Only
Telephone 1341

The General Insurance Adjustment Co.

Second National Bank Bldg.
TOLEDO
Clifford L. Rose, Mgr.

OSCAR A. MORRIS ADJUSTER

JACKSONVILLE, ILLINOIS
Fire, Automobile and Casualty
Losses for Companies Only

MICHIGAN

A. H. DINNING COMPANY

Insurance Adjusters
Automobile -- Fire -- Marine
944 Free Press Building
DETROIT, MICH.
Phone Randolph 0481

AUTOMOBILE ADJUSTMENT CO.

Harry L. Federman, Manager
Specializing on All Automobile and
Aircraft Losses
1909 Enquirer Bldg. Cincinnati, Ohio
Telephone Canal 8787

OKLAHOMA

Bates Adjustment Company

"We have served the companies for
more than thirty years"
Oklahoma City, Okla. Tulsa, Okla.
W. S. Hanson, Mgr. R. W. Murray, Mgr.

Angus B. Ferdinand

BONDED ADJUSTER
715 Jefferson Bldg. Tel. 6057
Over 12 years experience Established Peoria 1922
PEORIA-ILL.
Fire, Auto, Inland Marine, and Aircraft

W. A. GIBSON COMPANY ADJUSTERS

1433 Barlum Tower
DETROIT, MICHIGAN
Fire, Auto, Burglary and Inland Marine

CHARLES E. CURTIS

Specializing on
Auto and Air Craft Losses
H. R. Bassett KEITH BUILDING F. S. Felton
CLEVELAND
Thirty-Six Years Company Service

THE FULLER ADJUSTMENT COMPANY

Prompt Adjustment Services
Provided in Oklahoma
Offices at
Oklahoma City Tulsa, Okla.
215 Merc. Bldg. 213 Atco Bldg.
Guy H. Fuller, Mgr. L. M. Hallock, Mgr.

INDEPENDENT ADJUSTERS

PENNSYLVANIA

TRI-STATE AUTOMOBILE ADJUSTERS

INVESTIGATIONS—ADJUSTMENTS INSPECTIONS

For the Insurance Companies

JONES LAW BUILDING

William A. McGuire, Manager, PITTSBURGH, PA

WILLIAM A. CULKIN

Insurance Adjuster

Representing Leading Casualty
Companies

Connell Bldg. Scranton, Pa.

TEXAS

Malone Adjustment Company

—General Adjusters—

Territory—

West Texas—New Mexico—

Southeast Arizona and Mexico

14th Floor, Bassett Tower

El Paso, Texas

Wilson Adjustment Company

Adjusters of Insurance Losses

All Modern Coverage

Mark F. Conley, Manager

285 Two Republics Bldg., El Paso, Texas

Offices

840 Gas & Electric Bldg., Denver

710 First Natl. Bank Bldg.,

Albuquerque, N. M.

WISCONSIN

Paul H. Rehfeld, President

Earl N. Cannon, Vice-President

Perry A. Sletteland, Secy. and Treas.

REHFELD ADJUSTING CO.

State Bank of Wisconsin Building

Madison, Wisconsin

Telephone: Badger 1621

NURNBERG-SCHIFFLER & CO.

General Adjusters

Underwriters Exchange Bldg.

MILWAUKEE

400 Broadway Phone—Broadway 7316

7315

his career with the Piedmont Fire of Charlotte, N. C., as clerk. He then went into the field. He joined the Continental as examiner at its head office and then was sent to New Orleans to travel in Louisiana. The National Standard operates in Texas, Louisiana, Arizona and New Mexico.

Vacant House Losses Increase

AUSTIN, TEX., May 28.—Vacant house fires appear to be on the increase in Texas, although the state fire insurance department is making a special effort to reduce this class of fires. The April report shows 50 vacant house fires. Thirty of the dwellings were heavily insured. Five vacant dwelling fires occurred in small shacks which were not insured. Some of the reports made by fire marshals show that the insurance exceeded valuation of the property insured.

Fire losses in April aggregated \$1,137,663. Incendiary fires showed an increase totaling 32 for the month, with losses of \$67,733.

Arson Growing in Texas

AUSTIN, TEX., May 28.—Organized arson rings threaten to make fire insurance rates in Texas prohibitive, the League of Texas Municipalities, in annual convention at Austin, was told by members of the state fire insurance department.

The crime of arson is growing in Texas at an alarming rate, James Byrne, special arson investigator for the fire department, said. He stated that he had

New Officers of Texas Agents



E. M. POLK, Corsicana
President



C. H. WALTON, Fort Worth
Vice-President

found that most of the fires of incendiary origin in Texas were for the purpose of defrauding the insurance companies.

City officials were urged by the Fire Insurance Department members to lend their influence to have the legislature pass a model arson law.

Marietta, Okla., Inspected

Two school houses were condemned at an inspection conducted by the Oklahoma Fire Prevention Association at Marietta Thursday. Citizens of the town and surrounding area cooperated 100 percent with the movement and pledged that a trash ordinance would be enforced in the future, according to James A. Atkinson, secretary.

Award Poster Prizes

AUSTIN, TEX., May 28.—Winners in the school children's fire prevention poster contest have been announced by Commissioner De Weese. The first prizes were awarded to Ina Rogers in the high school division, Geraldine Ulbrick, intermediate division, and Anna

Hoffmann, primary. The prizes amounted to \$100 and were donated by Cravens, Dargan & Co.

Drill Firemen or Pay Penalty

AUSTIN, TEX., May 28.—Cities of 50,000 or more in Texas must maintain a school or tower for drilling fire fighters or stand a 5 percent penalty on their key rate, a new ruling from the state fire insurance department says. This ruling will be strictly enforced, Commissioner J. W. DeWeese says. The commissioner declares a well drilled fire department is essential to reduce rapidly increasing losses in Texas and that the cities must maintain such departments or pay the penalty.

Oklahoma Licenses Increase

OKLAHOMA CITY, May 28.—More than 35,000 licenses to write insurance in Oklahoma will be granted this year, according to an estimate of A. L. Roark, secretary of the state insurance board. This shows a substantial increase over the total last year which was 32,832.

IN THE SOUTHERN STATES

RUFFIN LISTS AGENTS' WOES

Mutuals, Bank Agencies, Church Corporations, Chain Stores, Mergers, Interstate Board

In his address at the annual meeting of the North Carolina Association of Insurance Agents at Elizabeth City, President Sam Ruffin referred to the past year as one full "of trials and tribulations for local agents," induced primarily by mutual competition, bank agencies, the activity of the Church Properties Corporation, chain stores, mergers and the Interstate Underwriters Board.

Notwithstanding these alleged adversities, Mr. Ruffin said the agents have managed to hold their own and will continue to do so if they are true to the principles of the National Association of Insurance Agents and alert in their enforcement. He noted the various resolutions, general in character, adopted at the Detroit convention of the national body last year and at the mid-year gathering at Charlotte in March, and advocated the holding of regional meetings through North Carolina, urging that these would prove highly profitable to all attending, and would do much to strengthen the American agency system.

PROGRAM OF GEORGIA RALLY

Annual Convention of State Association of Insurance Agents to Be Held at Brunswick

The program for the annual meeting of the Georgia Association of Insurance Agents, which is scheduled to be held at Brunswick, June 13-14 is announced. C. F. Powers of Savannah is president. Dan I. MacIntyre of Atlanta is vice-president and chairman of the executive committee. Sam Conyers of Dublin is second vice-president; Scott Nixon of Augusta is secretary, treasurer and chairman of the membership committee. S. O. Smith of Gainesville is chairman of the conference and legislative committees. John L. Armstrong of Augusta is chairman of the casualty committee and T. Ayer Hatcher of Macon, chairman of the fire prevention committee. The program is as follows:

Friday Morning, June 13, 10 O'Clock

Call to order by the president.

Address of welcome, Mayor R. A. Gould, Brunswick.

Response to address of welcome, W. Eugene Harrington, Atlanta, past president, National Association of Insurance Agents.

Announcements and committee appointments.

Report of president, C. F. Powers, Savannah, Ga.

Report of executive committee, Dan I. MacIntyre, chairman.

Address, Wm. B. Harrison, insurance commissioner of Georgia.

Report of legislative committee, S. O. Smith, chairman.

Address, E. J. Schofield, vice-president Standard Accident, Detroit.

Address, Vincent L. Gallagher, secretary Continental, New York.

Friday Afternoon

Address, Fred M. Burton, executive committee, National Association of Insurance Agents, Galveston, Tex.

Report, Membership committee, Scott Nixon, Augusta, Ga., secretary and treasurer, Georgia Association Insurance Agents.

Report of local boards at Augusta, Savannah, Macon, Brunswick, Americus, Athens, Atlanta, Columbus, Albany, Dublin and Valdosta.

General discussion.

Executive session.

Annual banquet, Friday evening 8 o'clock, Dance at Casino, Sea Island Beach, following banquet.

Saturday Morning, 10 O'Clock

Special announcements and miscellaneous reports.

Greetings from Georgia Fieldmen's Conference.

Address, B. K. Clapp, manager Fire Companies' Adjustment Bureau.

Report of committee of seven.

Address, Harold E. Taylor, manager publicity department American, Newark.

Report fire prevention committee, T. Ayer Hatcher, Macon, Ga.

Unfinished business.

New business.

Election of officers.

Saturday

Golf, swimming, fishing.

Regular Saturday evening dancing Sea Island Beach, Casino.

MEMPHIS PUDDLE OF BLUE GOOSE STARTS

The Memphis puddle of the Tennessee Blue Goose has been organized and 26 goslings were initiated at the first meeting. R. C. Wade of the State of Pennsylvania was elected bid toad, who is the head of the puddle. W. F. Follin was chosen polywog; H. E. Ziskind was elected croacher, and W. O. Cooper, bouncer. The dinner preceded the initiation, being presided over by F. C. Ellis, most loyal gander of the Tennessee Blue Goose. W. F. Dunbar of Atlanta, general manager of the Southeastern Underwriters Association, and W. H. Williams of Arkansas were guests and gave talks.

Fire Prevention Course

Through the efforts of City Fire Marshal George Thompkins of Nashville, W. W. Hays, director of fire prevention, Tennessee Inspection Bureau, has secured a regular course of fire prevention teaching in Peabody College, starting June 1. The college authorities are anxious to have the course cover everything, from resuscitation work to development of student fire brigades, first aid appliances, and the recognition and safeguarding of fire hazards. The inspection bureau has already supplied the college officials with various pamphlets and bulletins pertaining to the work to be undertaken.

Eastep Buys Out Tyree

The Eastep Insurance Agency of Florence, Ala., has bought the K. T. Tyree agency. Mr. Tyree will continue with the Eastep Agency, which is operated by W. A. Eastep, mayor of Florence, and chairman of the legislative committee of the Alabama association.

Public Fire in Board Agency

LOUISVILLE, May 28.—The Public Fire, which had been operating in Louisville through three non-board offices, has withdrawn from these offices and placed its representation in the Edward J. Miller & Co. board agency. This ac-



Insurance Attorneys



A Directory of Responsible Attorneys Specializing in Insurance Law

CALIFORNIA

Dinkelspiel & Dinkelspiel
801 De Young Bldg. San Francisco, Calif.
Associates
Henry G. W. Dinkelspiel David K. Lener
Martin J. Dinkelspiel Alfred J. Stern
John Walton Dinkelspiel Hiram E. Casey
All Phases of Insurance Litigation
and Business

CANADA

Mehr & Mehr
Barristers & Solicitors
Canadian Pacific Building
Toronto, Ontario
Counsel for National Surety Company, London
Guarantee, & Accident Company Limited
and United States Casualty Co.

COLORADO

W. Felder Cook
Patterson Building, Denver, Colorado—Engaged in
general insurance practice, representing at Hatties-
burg, Mississippi, his former residence, or at Denver,
United States Fidelity & Guaranty Co., Aetna Life
Ins. Co., Aetna Casualty & Ins. Co., Maryland Cas-
ualty Co., Georgia Casualty Co., Phoenix Indemnity
Co., Bank Service Corporation, West Side National
Bank.
Investigation, adjustment and litigation of claims.

FLORIDA

BLACKWELL & GRAY
CONGRESS BUILDING, MIAMI
Casualty, Surety, Fire, and Life In-
surance Litigation in Southern
Florida

GEORGIA

Bryan and Middlebrooks
Candler Building GEORGIA
ATLANTA
Shepard Bryan W. B. Tichenor
Grover Middlebrooks W. Colquitt Carter
Chauncey Middlebrooks Edward B. Everett, Jr.
O. W. Russell M. H. Meeks
FIRE LIFE AND CASUALTY
Insurance Litigation in the Southern States

ILLINOIS

Bradley, Williams & Harper
19 S. La Salle St.
Chicago, Ill.
Insurance claims and litigation, all classes.
Insurance Department and legislative mat-
ters, and general insurance counsel.

Cassels, Potter & Bentley
1060 The Rookery
CHICAGO

EKERN & MEYERS
Insurance Attorneys
208 So. La Salle St.
CHICAGO

Silber, Isaacs, Silber & Woley
Attorneys & Counselors
HOME INSURANCE BUILDING
CHICAGO
Special Attention to the Law of
Fire Insurance and Taxation

ILLINOIS (Cont.)

JOHN E. CASSIDY
ATTORNEY
Facilities to attend Investigations,
Adjustments and Litigation in
Central Illinois
1004 Peoria Life Bldg. PEORIA

BROWN, HAY & STEPHEN
714 First National Bank Bldg.
SPRINGFIELD

HENRY, HILL & McBRIAN
ATTORNEYS-AT-LAW
2nd Floor, Reich Building
Springfield, Illinois
INVESTIGATIONS, ADJUSTMENTS,
AND LITIGATION

Oscar J. Putting
Sixth Floor Reich Building
Springfield, Illinois

INDIANA

George A. Henry Delbert O. Wilmett
HENRY & WILMETH
Insurance Attorneys
504-5 Meyer-Kiser Bank Building
Indianapolis, Indiana
Specially equipped to handle
Investigations—Adjustments—Litigation

**Slaymaker, Merrell, Ward
& Locke**
Attorneys specializing in All Phases of
Fire, Marine, Life & Casualty
Insurance Litigation
751-760 Consolidated Bldg.
INDIANAPOLIS

IOWA

Joseph A. Miller Oliver H. Miller
Frederic M. Miller J. Earle Miller
Miller, Miller & Miller
Lawyers
1316-1318 Equitable Building
Des Moines

**Parrish, Cohen, Guthrie,
Watters & Halloran**
Attorneys and Counselors at Law
Register and Tribune Building
DES MOINES

Henry E. Sampson Sidney J. Dillon
SAMPSON & DILLON
Attorneys and Counselors at Law
Suite 601 Register & Tribune Bldg.
DES MOINES

KANSAS

Ebright, Burch & Patterson
Attorneys-at-Law
Brown Building Wichita
General Insurance, Fire, Casualty and Surety
Practice—Facilities for Investigations and
Adjustments

MICHIGAN

INVESTIGATIONS — ADJUSTMENTS
INSURANCE LITIGATION
G. WILSON GLOSTER
ATTORNEY AT LAW
1222 Ford Building, Detroit
Randolph 7925

Walters, Carmichael & Head
(Formerly Henry C. Walters, and Walters
& Hicks)
ALL LINES
Represent Companies Only
924-28 Ford Bldg.
DETROIT

DUNHAM & CHOLETTE
ATTORNEYS AT LAW
1012-1016 Grand Rapids National Bank Bldg.
GRAND RAPIDS

MINNESOTA

Geoffrey P. Mahoney
Attorney and Counselor
831 Metropolitan Bank Building
Minneapolis, Minnesota

ERNEST E. WATSON
All Lines
Represent Companies Only
Including Defense of Negligence
936 Andrus Bldg. Minneapolis

BUNDLIE & KELLEY
SAINT PAUL

SEXTON, MORDAUNT & KENNEDY
ATTORNEYS AND COUNSELORS
Adjusters and Investigators sent to any
place in the Northwest
1601 Pioneer Building
ST. PAUL

MISSOURI

R. E. FINNEGAN
PLANTERS BUILDING
ST. LOUIS, MO.

NEW JERSEY

SAMUEL M. HOLLANDER
COUNSELOR AT LAW
Chamber of Commerce Bldg., Newark, N. J.
Telephone 1140-1 Market
Specialist in the Law on Breach of Warranty
and General Insurance Cases

NEW YORK

David F. Lee, David Levene, Edwin F. Verreau
LEE, LEVENE & VERREAU
TRIAL LAWYERS
318 Security Mutual Bldg.
Binghamton, New York
Insurance attorneys. Especially equipped to handle
investigations, adjustments and litigation over cen-
tral New York.

OHIO

Rees H. Davis Fred J. Young
DAVIS & YOUNG
Attorneys at Law
General Insurance, Fire, Casualty & Surety
Practice. Also facilities for investigations
over Northern Ohio.
Guardian Bldg. CLEVELAND

KNEPPER & WILCOX
Outlook Building
COLUMBUS

MATHEWS & MATHEWS
Attorneys At Law
25 North Main Street
DAYTON

DENMAN, MILLER & WALL
TOLEDO

Harold W. Fraser Stanley J. Hiatt John W. Wism, Jr.
Samuel G. Wall John W. Stumaker
George R. Effer John J. Koedrick
Howard H. Jacobson Gerald P. Goodenow
Fraser, Hiatt, Wall & Effer
ATTORNEYS
Suite 718 Home Bank Building
TOLEDO, OHIO

OKLAHOMA

**Rittenhouse, Lee, Webster &
Rittenhouse**
American National Bank Bldg.
OKLAHOMA CITY

SOUTH DAKOTA

BAILEY & VOORHEES
Charles O. Bailey (1880-1923)
Ray F. Bruce
John H. Voorhees Melvin T. Woods, Jr.
Theodore M. Bailey Roswell Bottom
BAILEY-GLIDDEN BUILDING
SIOUX FALLS,
INSURANCE PRACTICE

TENNESSEE

RAYMOND C. CAMPBELL
ATTORNEY
Insurance litigation and claim work in any
part of East Tennessee
1-5 Post Office Bldg.
Elizabethton, Tenn.

WILLIAM HUME
NASHVILLE

TEXAS

TOUCHSTONE, WIGHT, GORMLEY & PRICE
ATTORNEYS AND COUNSELORS
MAGNOLIA BUILDING DALLAS, TEXAS
O. O. Touchstone Henry W. Stras-
S. W. Lancaster burger
John N. Touchstone Thomas F. Nash
Allen Wight Phillip L. Kelton
J. W. Gormley Robert B. Holland
Robert Price Lucian Touchstone

Insurance ATTORNEYS

A Directory of Responsible Attorneys Specializing in Insurance Law

WASHINGTON

ROBERTS, SKEEL & HOLMAN

Alaska Building
John W. Roberts
E. L. Skeel
Tom W. Holman
Tyro H. Hollander
Glen E. Wilson
Eliwood Hutchings
Frank Hunter

SEATTLE

WEST VIRGINIA

STEPTOE & JOHNSON

CLARKSBURG, WEST VIRGINIA
10th Floor, Union Bank Building
CHARLESTON, WEST VIRGINIA
Kanawha Valley Building
Philip P. Steptoe, Louis A. Johnson, Leo P. Caulfield,
James M. Gulber, Stanley O. Morris, Chesney M.
Carney, Thomas J. Gillooly, J. Horner Davis, II,
William J. Maier, Jr., Oscar J. Andre, Norman W.
Billett.

WISCONSIN

BLOODGOOD STEBBINS & BLOODGOOD

382 East Water Street
MILWAUKEE

Representing U. S. Fidelity & Guaranty
Company, Metropolitan Life Insurance Com-
pany, Globe Indemnity Company

GERALD P. HAYES

Attorney

Insurance litigation and claim work in any
part of Wisconsin

905 1st Wis. Natl. Bank Bldg.,
Milwaukee

NEW YORK UNDERWRITERS INSURANCE COMPANY

CAPITAL \$2,000,000

A. & J. H. STODDART, General Agents

100 William Street - - - New York City

FIRE - AUTOMOBILE - WINDSTORM
BUSINESS INTERRUPTION INDEMNITY

The LIBERTY

HOME OFFICE DAYTON, OHIO

INSURANCE COMPANY

Automobile Insurance—Full Coverage—All in One Policy
Plate Glass and General Liability Insurance
Assets Over 1½ Million—Surplus to Policyholders \$600,000

Agents wanted in Alabama, Arkansas, California, Florida, Georgia, Illinois,
Indiana, Iowa, Kansas, Kentucky, Michigan, Missouri, Ohio, Oklahoma,
Oregon, Tennessee, Texas and Washington. J. R. Jones,
Pres. & Mgr.

Organized 1867

WHEELING FIRE INSURANCE CO.

WHEELING, WEST VIRGINIA

Capital \$200,000.00

Surplus to Policyholders \$477,733.46

Assets \$979,014.91

O. E. STRAUCH, Secy. WM. V. FISCHER, Asst. Secy. FRED C. CAMPBELL, Special Agent
SAFE SOLID SOUND

tion was taken by W. A. Bartlett of Chicago, special field representative of the Public Fire.

W. A. Bartlett stated that the action was in conformity with the usual policy of the company in operating through board agencies in other places, such as Milwaukee, Minneapolis, St. Paul, Chicago and St. Louis.

Alabama Officers Meet

BIRMINGHAM, ALA., May 28.—Officers and committee chairmen of the Alabama Association of Insurance Agents met here yesterday to formulate plans for the year's work. Important insurance matters to come up at the next session of the legislature in January were considered.

Charlotte Agent Dies

W. C. Wilkinson, 64, head of the W. C. Wilkinson & Co. agency at Charlotte, N. C., is dead. Mr. Wilkinson was also president of the Merchants & Farmers National Bank of Charlotte and a member of the state highway commission. Lawrence H. Wilkinson, his eldest son, succeeds his father as head of the agency, having been actively associated with it for ten years.

Straus to Head Richmond Exchange

The annual meeting and outing of the Insurance Exchange of Richmond will be held July 11 at the Chickahominy Club. Irving J. Straus of Julius Straus & Sons agency is slated to be the next president of the exchange. He is now rounding out his second year as vice-president. Herbert B. Race, who has been president for two years, is not eligible for a third term.

Richmond Agencies Merged

Merger of Tabb, Brockenbrough & Ragland and Ivey L. Arrington & Co., Richmond local agencies, has been effected. The combined agencies will be operated under name of Tabb, Brockenbrough & Ragland. Ivey L. Arrington and Herbert B. Race of the Arrington agency will continue with the office.

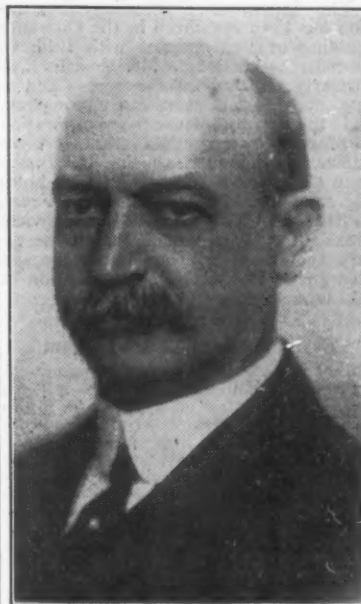
T. Garnett Tabb is a former president of the Insurance Exchange of Richmond and is now president of the Virginia Association of Insurance Agents. The merger creates one of the largest agencies in the south.

New Montgomery Agency Launched

MONTGOMERY, ALA., May 28.—The Miller & Wilson insurance agency has been formed here with offices in the Bell building.

Arthur G. Miller, formerly with the Southern Adjustment Bureau, is president and treasurer. V. Gordon Wilson is vice-president. He is a brother of Carl Wilson, president of the local board. T. Lomax Crum, an attorney, is secretary.

Big Man Honored



COL. WALKER TAYLOR
Wilmington, N. C.

Col. Walker Taylor, whose contribution to the cause of sound insurance was recognized by members of the North Carolina Association of Insurance Agents at the annual meeting in electing him an honorary president, has long been an outstanding figure in insurance circles in his home state. He enjoys, as he is entitled to, the complete confidence not alone of the local agents of North Carolina, but of company officials and public officials as well. When legislation or other matters directly or indirectly affecting insurance interests are proposed in his state, Colonel Taylor is at once called into conference. If the company men or the public officials are at fault in their attitude toward the issue in question Colonel Taylor does not hesitate to tell them so. With equal candor he expresses a like opinion to the agents should he hold their position unsound. Recognizing his knowledge of local conditions and his staunch integrity, Colonel Taylor's conclusions are almost invariably accepted, with the result that legislative interference in insurance affairs in North Carolina is less than in any other state. Colonel Taylor is a prominent figure at the insurance commissioners meetings.

PACIFIC COAST AND MOUNTAIN

STEBBINS TALKS OVER RADIO

President of General Agents Group
Tells Importance of Insurance
Business to Denver

DENVER, May 28.—The importance of the insurance business to Denver was discussed in a radio address by Herbert Cobb Stebbins, president of the American Association of Insurance General Agents, on behalf of the Denver chamber of commerce Monday night. He declared the insurance business is one of the biggest and most important of all businesses here. "It is a center," he said, "for home companies, large general agencies and state agents, involving many employees and large pay rolls. Millions and millions of dollars gravitate to this city annually from surrounding states for insurance premiums."

Mr. Stebbins gave substantially the same talk before a meeting of the chamber earlier in the evening.

PLAN MIDYEAR UTAH MEETING

Resolution Opposing Merit Rating Is
Adopted at Salt Lake City
Gathering

SALT LAKE CITY, May 28.—The Fire Underwriters Association of Salt Lake City met last week to consider a time and place for the midyear meeting of the Utah State Fire Insurance Agents Association. An invitation for this semi-annual meeting had been extended by Provo agents but in view of the fact that there was a possibility of representatives from the National board being in Salt Lake City about June 21, it was decided that if these outside visitors were able to be in the city at that date the meeting would be held in Salt Lake City.

Oppose Merit Rating

A motion was placed on record that the Utah committee oppose a merit rating plan for Utah at the meeting with

the states committee of the Pacific Board in June.

Holding Company Starts

The Insurance Companies Corporation has been organized in the Guaranty building at Los Angeles with Edd G. Doerfler as president. Mr. Doerfler was formerly an Iowa insurance man and at one time had a reinsurance company. It is the purpose of the new corporation to purchase and operate insurance companies in all branches, using the Insurance Companies Corporation as a holding company. H. J. Boekenhoff, Frank B. Stone and Troy M. Gibbons are vice-presidents. Walter R. French is secretary and treasurer, John E. Hodge and George G. Wright have the position of assistant secretary and treasurer.

Boyle Becomes General Agent

SAN FRANCISCO, May 28.—Application has been made to the general agency committee of the Pacific Board for a general agency for California of the Northwestern Fire & Marine and Minneapolis Fire & Marine in the name of John D. Boyle, Insurance Exchange building, Los Angeles. Mr. Boyle was formerly special agent for Harry W. Sherman, and is succeeding to the general agency held by Mr. Sherman.

Hail Insurance Volume Heavy

DENVER, May 28.—The volume of hail insurance today is unusual according to G. W. Oliver of the Aetna group, who predicts there will be twice as much hail business written in Colorado this year as last year. He estimated that close to \$55,000 is the premium total for business already written by the Aetna, North America, Springfield, Hedwall-Sundburg, America Fore, Great American and Globe & Rutgers. Only eight losses have thus far been reported in Colorado.

It is reported that each group of companies will limit liability to \$10 per acre, \$1,500 per section and \$10,000 to a township. Mr. Oliver reports a real boom in Baca county has followed the entry of two railroads into that country. Tractors are being operated night

and day preparing the soil for wheat planting.

Blue Goose Meets June 2

The Colorado Blue Goose will hold its annual stag dinner Monday evening, June 2, at a time and place to be announced later. There will be election of officers, initiation and entertainment in connection with the dinner.

Long With National Liberty

DENVER, May 28.—Chester Long, after four years as inspector for the Mountain States Inspection Bureau, has resigned to become special agent for the National Liberty group in New Mexico, with Albuquerque headquarters. He is a graduate of Armour Institute and familiar with conditions in New Mexico.

Mitchell Reports on Licenses

SAN FRANCISCO, May 28.—Commissioner E. Forrest Mitchell reports that 3,664 agents' licenses were issued from April 15 to May 15 with no cancellations although no case has been submitted to counsel for the department. Thirty-six brokers' licenses were issued, 19 to residents of northern California, and 17 in the south, with no cancellations.

Coast Notes

The ladies' auxiliary of the Utah and Idaho Blue Goose are having a progressive dinner and dancing party May 31.

Howard Seabury has been made Tacoma manager for the General of Seattle. He is a former secretary of the Insurance Agents League of Washington.

Paul J. Martin has been made northwest supervisor for Chapman & Co., San Francisco general agents, at Seattle. His territory will include Washington, Oregon, Idaho, Montana, British Columbia and Alaska.

The Sheppard & Falk agency, Boise, Ida., general agent for the Maryland Casualty and Dubuque Fire & Marine, has been changed to the Bradley Sheppard Agency. Bradley Sheppard is president of the Idaho Association of Insurance Agents.

sociation of Insurance Agents, and Walter H. Bennett, its secretary, represented the organization at the annual meeting of the Buffalo association May 27.

Plainfield Is Organized

PLAINFIELD, N. J., May 28.—A new organization here is the Plainfield Association of Insurance Agents, with officers as follows: President, Frederick A.

Martin; vice-presidents, William McDowell and Henry Rothberg; secretary, Leslie Slocum; executive committee, Roger F. Murray, George M. Clarke, Frank Woodruff, Jesse Mulford and John C. Alber.

Lattimore H. Phillips, Hebron, Md., local agent, dropped dead aboard the steamer Calvert on which he was going to Baltimore to consult a heart specialist.

IN THE CANADIAN FIELD

OUTLOOK FOR 1930 FAVORABLE

Good Year Expected in Canada Despite Continued Decrease in Average Rate

OTTAWA, May 28.—In commenting on the results of fire underwriting in Canada in 1929, Dominion department officials say that while the loss ratio was higher than for 1928, it is quite probable that a number of companies will show an increase in surplus. The prospects for 1930 indicate a gradual increase in the volume of fire insurance premiums and a satisfactory loss ratio.

The average insurance rate in Canada has been steadily decreasing for several years. In 1924 the average rate was 1.02 percent, in 1926, 0.93 percent, and in 1928, 0.88 percent. In December, 1928, the Canadian Fire Underwriters Association revised the rates on dwellings, except farm buildings, giving a reduction of from 20 to 35 percent, according to construction, on dwellings in Ontario. This general rate reduction will, it is believed, show a further decrease in the average rate for 1929.

The Dominion Board of Fire Underwriters was established in 1929. The object of this board is to maintain and encourage uniformity in practice throughout the Dominion, and does not interfere with the functions of the existing boards.

Launch New Toronto Companies

A. E. Dawson of Toronto, formerly the active head of the Toronto Casualty, Fire & Marine and its associates, is organizing the Consolidated Life and the Consolidated Fire & Casualty. Others in the group are W. B. Coates, insurance manager; J. H. Mulholland, both of Toronto, and J. C. H. Dussault of Montreal.

Dominion charters have been secured, authorizing \$1,000,000 capital, with \$200,000 to be subscribed and \$100,000 paid up for the life company, and \$2,000,000 authorized, with \$500,000 subscribed and \$190,000 paid up, for the fire and casualty company.

Meet in Winnipeg June 17

The annual meeting of the Western Canada Insurance Underwriters Association will be held in Winnipeg on June 17, and will be closely followed by that of the Grain Insurance Association.

Auto Insurers Subject to Tax

VANCOUVER, B. C., May 28.—Automobile insurance companies were brought within the scope of provincial taxation in British Columbia, when the government required them to pay the treasury 1/12 of 1 per cent of premiums collected in the province. Under this legislation these companies are required to register, and it has made them liable to taxation in the same way as life or fire insurance companies.

Change Quebec License Law

QUEBEC, May 28.—Changes in the matter of licenses for insurance agents have recently been put through the Quebec legislature. A distinction is made as between the different classes of insurance, the new law reading: "An agent's license may be issued to any person upon application filed with the superintendent of insurance in such form as may be prescribed, stating the

applicant's qualifications, the kind or kinds of insurance he wishes to carry on, his responsibility and knowledge of the business of insurance. His application must be accompanied by a recommendation signed by the authorized representative."

Wright Made Winnipeg Manager

WINNIPEG, May 28.—L. G. C. Wright has been appointed local manager for the Liverpool & London & Globe and allied companies, having supervision over Manitoba, Saskatchewan and Alberta. Mr. Wright has for some time been assistant local manager and succeeds S. N. Richards, who left Winnipeg some time ago to be Canadian manager of the group at Montreal.

Brydon Gets Vancouver Post

W. R. Brydon has been appointed branch manager of the British Traders and the Union of Canton, Vancouver, B. C.

Mr. Brydon has been assistant branch manager for several years, and succeeds C. K. Elderton, resigned.

Canadian Notes

The American Alliance has been licensed to write hail business in Canada.

Henry Parker has been appointed provincial manager of the Sun group at Montreal.

The Consolidated Fire & Casualty of Toronto is making application for incorporation, which has been approved.

The Canadian Fire of Winnipeg and allied companies have opened an office in Vancouver, B. C.

The annual meeting of the Winnipeg Insurance Agents Association will be held June 3.

The Germanic Fire of New York has been licensed in the province of Quebec. A. H. Johnstone of Montreal is chief agent for the province.

Ottom & Hyde, Regina, Sask., have been appointed general agents for the province of Saskatchewan of the Westminster Fire Office, for automobile and fire insurance.

The Hartford Fire has been licensed in Canada to cover property damage in addition to the classes for which it is already licensed. The American Alliance and the Fidelity-Phenix have been licensed for hail insurance.

Bases for Agency Sale

E. Twenhöfel, of the Twenhöfel agency of Belleville, Ill., criticises the answer which appeared in THE NATIONAL UNDERWRITER April 24, to a question as to the method for determining the value of an agency. The editor's answer gave definitely calculable factors but did not attempt to give more or less general factors such as Mr. Twenhöfel cites.

"Your issue of April 24 contains an article with reference to the price of agencies," Mr. Twenhöfel's communication states. "I would like to inquire if this answer has been given by one who has had some experience or just taken at random."

"There are many questions involved in the sale of an agency, such as: How long it has been in business? Is it a reliable agency? What is its future? Has it somewhat of a monopoly of the insurance business in the community? The agreement it has with its brokers. The class of companies it contracts with. What territory is involved? Its office location, is its lease worth money? Is its business well diversified, and does it do a big credit business? What is its general reputation?"

A&H men should write The National Underwriter for free booklet: "Six Honest Serving Men."

EASTERN STATES ACTIVITIES

WOULD ELIMINATE MUTUALS

New York Association Objects to Their Being in Agencies With Stock Carriers

The New York State Association of Local Agents in annual meeting adopted a resolution calling upon stock carriers to discontinue representation in the same offices with mutual and cut rate companies. The protested practice, according to the resolution, is in conflict with the principle of the rule of stock fire and casualty companies to maintain only clear agency representation.

Protest Credit Coercion

Another resolution protested the use of power of credit on the part of mortgage companies to coerce borrowers in the placing of their insurance or bond. This coercion, the resolution stated, is just as obnoxious as the prohibited practice of savings banks requiring that mortgagors place insurance on mortgaged property with designated or favored companies' agents or brokers.

The association also adopted a memorial praising the executive committee of the National Association of Insurance Agents for its thorough investigation of the plan and operation of the Interstate Underwriters Board and for its handling of other major problems. Still another resolution indorsed the principle of cooperative effort by all organized stock companies, agents and brokers, and commended the suggestion that some central committee or council be formed to coordinate the work and influence of such organizations.

SUSTAINS POWER OF AGENT

New York Court Holds That Insurer May Act for Insured and Carrier

The right of an agent to act for both insured and carrier on insurance contracts has been sustained in the appellate division of the New York supreme court in a situation showing no conflict of interest. The plaintiff was the Rose Inn Corporation and the defendants were the National Union, the London, Niagara, Importers & Exporters and American Eagle.

The property was a summer hotel in Saratoga Springs and the Van Voast & Leonard agency were the agents. The property was damaged by fire on March 6.

The owner had commissioned the Van Voast agency to keep \$13,000 of insurance in force. All changes through cancellation or expiration of policies were made by the agency without further instructions from the plaintiff.

At the time of the fire a number of changes were in process. Some policies had been canceled and new ones issued, of which changes, however, the insured had not received information.

The suit was entered to ascertain whether those companies which had canceled were liable for the loss or whether those companies against whom new policies had been issued were liable. The latter was the verdict of the court.

Attend Buffalo Meeting

Percy H. Goodwin, chairman of the executive committee of the National As-

The National Underwriter

May 29, 1930

CASUALTY AND SURETY SECTION

Page Thirty-three

Quarter Billion Lost by Frauds

Bonds Cover Only 23 Percent
of \$1,900,000 in
Claims

NEW COVERAGES SOUGHT

Fidelity & Casualty Makes Survey—
Guesses on Adequate Protection
Bring Dire Results

NEW YORK, May 28.—Peculations and frauds by trusted employes caused a loss to business interests of the country last year of \$250,000,000, according to a survey by the Fidelity & Casualty. Many employers were underinsured and as a result there is a growing demand for blanket fidelity and position bonds in substitution for the older and less comprehensive forms of coverage. The Fidelity & Casualty's records show that 46 percent of the claims due to defaulting clerks and minor officials disclose that losses on nearly \$1,900,000 were insured only to the extent of 23 percent, the excess having to be absorbed by the employing corporations or individuals.

Afford Greater Protection

The new coverages, to quote an official of the Fidelity & Casualty, "besides insuring all employes, instead of merely a selected number, also affords protection against a greater variety of acts; including larceny, theft, forgery, misappropriation, wrongful abstraction, wilful misapplication or other dishonest method, whether committed directly or in collusion with outsiders."

The last mentioned provision is a decidedly important one, for it not infrequently occurs that an employe, unwilling or lacking opportunity to steal himself, conspires with an outside person to do so.

Heretofore employers, unless properly advised, have had to guess as to the form of indemnity they needed and the class of employes to cover. In the majority of cases the "guesses" were wrong, with the result that loss was occasioned by a supposedly "thoroughly honest" clerk or officer, upon whom no bond was carried, and the default had to be shouldered by the unfortunate employing house; the outcome in many instances being bankruptcy.

The present comprehensive policies safeguard an employer against the peculations of any member of his force, and the amount of the coverage granted reaches a million dollars or even more if required, the cost per thousand of indemnity diminishing as the amount of the bond increases.

New York License Revoked

NEW YORK, May 28.—Investigation of the record of Joseph Tighe by the New York department led to the revocation of his license as a bail bond agent for the Grand Central Surety. He had a bad record with other companies.

Guest Hazard Is Growing Greatly in Importance

NEW YORK, May 28.—The "guest hazard" in connection with automobile liability insurance, unknown and undreamed of years ago, is ever growing in importance. The action of a guest suing for damages in consequence of injuries sustained in a motor accident was first heard of in Bombay, India, about 1905, and it was not until five years later that suit of like character was brought in this country. Since 1910, however, actions of this type have been frequent enough to worry both underwriters and car-owners. Largely at the instigation of the latter, acting either in their individual capacities or collectively as members of automobile clubs, laws limiting the responsibility of car owners for accidental injuries suffered by their guests have been enacted in California, Connecticut, Delaware, Indiana, Iowa, Kentucky, Michigan, Oregon, South Carolina and Vermont, within the past three years.

New Louisiana Bill

A bill to the same end just offered in the Louisiana legislature, with every prospect of passage, stipulates: "That hereafter the owner or driver of any private automobile or other private vehicle

shall not be liable for any damages to any guest or licensee gratuitously riding or driving therein by reason of any accident resulting from the operation or condition of such automobile or vehicle, unless it be proven that such accident was due to the gross and willful fault or negligence of the owner or driver thereof, and without contributory negligence on the part of such guest or licensee."

Expect Measures at Next Sessions

At the recent sessions of the New York, New Jersey and Virginia legislatures bills of like character were considered, although none of them was enacted. It is generally understood that they will be reintroduced when the legislatures meet again.

In certain cases the guest riding in a motor car or other vehicle by special invitation may have a legitimate claim for damages. The laws in practically all of the states which have adopted statutes governing the guest and host hazard recognize that fact by stipulating that negligence on the part of a driver exempts him or her from the protecting provisions of the law. However in most claims collusion is suspected, and motorists and underwriters fear this feature.

Public Ignorance Blamed for Bureaucracy's Growth

Government ownership, excessive state regulation, public ignorance, compulsory automobile liability insurance, political pirating of the insurance idea, according to Henry Swift Ives, are the five outstanding public problems confronting insurance today. Mr. Ives, who is special counsel for the Association of Casualty & Surety Executives, made this analysis before the educational meeting of the Casualty & Surety Field Club of Detroit.

Public ignorance, Mr. Ives said, is the key problem, because the others would not exist if the public was conscious of the integration of insurance with economic progress. Government, he said, has encroached upon the freedom of insurance in assuming bureaucratic regulation of workmen's compensation and compulsory automobile liability insurance. Politicians want to control the collection of premiums, regulate the distribution of awards and dictate the investment of reserve funds, according to Mr. Ives.

Based on Private Ownership

"What has made insurance great," Mr. Ives declared, "is the free association of people under its sovereignty for their own protection. Its premiums or charges are voluntary payments made by the buyers with the object of safeguarding their persons or property or both. Its growth and power have come from the human desire to possess things and to protect these possessions, a desire which has made the my-own of the individual dominant in all history over the our-own of the communist."

Nearly 150 members were present at

the meeting, over which Jack Callahan, manager of the Travelers, presided. Among those who contributed to the program were C. Elliott Smith, Aetna; Ed Farrell, U. S. F. & G., and Arthur S. Cowlin of the National Bureau. James Kelly, manager of the Century Indemnity's Detroit office and chairman of the membership committee, stated that the membership has been built up from 83 to 164 during the present administration. A picnic on June 27 across the Detroit river in Canada was announced by President Callahan.

Companies Consider Refrigeration Cover

BRIDGEPORT, CONN., May 28.—Insurance designed for the requirements of the mechanical refrigeration industry, to cover all possible losses arising from the use of and dependence upon such refrigeration, is now being considered by several insurance companies, according to Charles E. Du Charme of New York and this city, author of the proposed policies.

Blank policies prepared by Mr. Du Charme provide protection against the following liabilities, with numerous sub-divisions of each: Extinction of human and animal life, incapacitation of humans and animals, extinction of plant life, spoilage of material, interruption of business and cost of litigation. Those insured are divided into four classes: manufacturers, dealers, wholesale users and general users.

Forgery Losses Disturb Bankers

Menace to Returning Prosperity
Says Perkins of National
Surety

MAKES TWO MONTHS TRIP

Pacific Coast Especially Hard Hit—
Pledge \$2,000,000 in Premiums
to Honor Joyce

NEW YORK, May 28.—Convinced that a wonderful opportunity exists for writing forgery bonds, O. J. Perkins, vice-president of the National Surety, has toured its principal agencies throughout this country and Canada for the past two months.

"Everywhere I found bankers and business men greatly perturbed at the losses due to forged and altered negotiable paper," Mr. Perkins said. "In practically all sections of the country, and especially upon the Pacific Coast, mounting losses from this cause offer a real menace to returning prosperity."

On his trip Mr. Perkins told representatives of the National Surety the sales possibilities in forgery bonds and secured their pledges to write not less than \$2,000,000 in premiums on the class during the present year; this in compliment to W. B. Joyce, the company's chairman, who originated the forgery form of coverage and pioneered in its sale to the banking and the general business public.

Checked Forgery Claims

In addition to his educational work Mr. Perkins made a check-up on the forgery claims of his office in an effort to discover the primary cause of them, and learn why the National Surety was receiving loss notices at the rate of one each 20 minutes of every working day.

While in charge of the National Surety's middle west forgery bond protection department, Mr. Perkins devised what was known as the "Chicago plan." It effected close cooperation between the home office and the field force and enabled skilled salesmen to create considerable new business and to hold renewals. In an endeavor to further clarify its revised sales policy, the National Surety plans to hold a national convention in Chicago in July. Mr. Perkins has been associated with the National Surety since 1921, having entered its forgery bond field staff at Washington, D. C.

Meet at Ottawa in September

The International Association of Insurance Counsel will hold its annual meeting at Ottawa, Can., Sept. 11-13, in connection with the meeting there of the International Claim Association. Secretary John A. Millener expects to have the program ready to announce in a short time. It will include five insurance attorneys who are internationally known.

Interest in Cincinnati Hospital Injury Case

SPECIAL NURSE INVOLVED

Seeks to Force Liability for Accident on Ground That Institution Is Not Exempt

For many years the rule in Ohio was to exempt hospitals and other charitable institutions from liability for the negligence of servants and from liability as to patients and visitors. At the present time, the charitable institutions do not have complete exemption as to liability for negligence of servants but must show care in selection. Attempts are now being made to narrow the exception from liability as to patients and visitors. The Good Samaritan Hospital in Cincinnati is being sued by a special nurse who seeks to have the court recognize that injuries to a special nurse while serving on the hospital premises are not such as to come under the liability exceptions granted to these institutions. The case arose when a special nurse was injured in an elevator accident at the Good Samaritan Hospital. The hospital carries liability insurance and there is no question of liability under the policy itself but the Ohio hospitals have contributed to a fund to be used to fight the case of the special nurse in the courts, hoping to maintain liberal construction of the exception rule.

Teasdale to Locate in Pacific Coast Field

Effective July 1, Vice-President C. A. Teasdale will move his headquarters to California in order to be more conveniently located for the supervision of Continental Casualty affairs in western territory. He will, however, spend such of his time at the home office as may be necessary.

Mr. Teasdale became a vice-president of a little over a year ago. His familiarity with the Pacific Coast and western conditions made it necessary for him to spend a large portion of his time in the west. At the annual meeting in May when he was reelected a corporate vice-president, he requested and suggested that his headquarters be changed to the west where he will be in a position to better serve the company's interests in that territory and also be in a better position to look after his personal interests as president of the California Agencies.

Blish Heads Mutual Club

The Mutual Insurance Club of Chicago has been organized by representatives of casualty and fire mutuals doing business in that city.

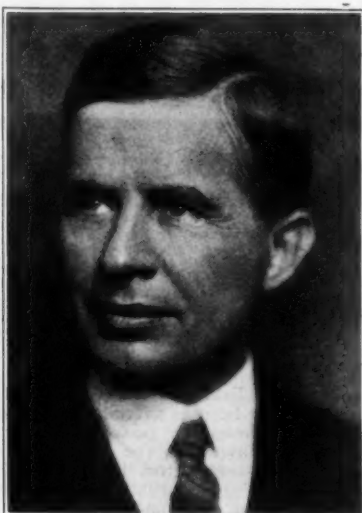
Stanley F. Blish of the Liberty Mutual was elected president; vice-president, H. E. Christianson, Lumbermen's Mutual Casualty; secretary, Robert M. Allen, American Mutual Liability; treasurer, E. P. Kelly, Hardware Mutual Casualty.

The club has social, educational and promotional purposes. Its meetings are to be informal gatherings for luncheon and dinner once a month, at which prominent insurance officials will be sought. It is hoped to have Commissioner Dunham of Connecticut as speaker for the next meeting in June.

W. B. Wright with Hartford

William B. Wright, who has been assistant manager in the bonding department of the Central Surety and prior to that special agent in the bonding department of the Aetna Casualty, will become bond supervisor for the Hartford Accident & Indemnity in its Kansas City, Mo., service office, which office supervises that business emanating from Kansas and Western Missouri.

Main Speaker



COL. R. HILL CARRUTH

Col. R. Hill Carruth, the Warren, Ark., boy, who went to war and came out the youngest colonel commissioned in the army, will be chief speaker at the great homecoming at his native heath, June 13, when the new bridge over the Saline river will be dedicated. It will be a big day for Bradley county for Governor Harvey Parnell, the state highway commissioners, the chief engineer and other state notables will be present. But it will be Warren's own Hill Carruth who will be the headliner. Col. Carruth put the Fidelity & Deposit on the map in Little Rock and Arkansas as state manager. Then he was promoted to southwestern manager with headquarters at Memphis. On the first of this year he was called to the home office at Baltimore to be assistant to the president of the American Bonding, owned by the Fidelity & Deposit. Col. Carruth is an able man in his business and socially he is a prince of entertainers.

Question Raised on Great American Casualty's Status

Attorney General Carlstrom of Illinois in an opinion holds that interest and dividends on securities held by the insurance department for a casualty company, which has become insolvent, should be collected by the department and held as part of the capital stock deposit for benefit of policyholders. The matter came up in connection with the Great American Casualty of Chicago, which has on deposit securities amounting to \$105,250. An examination last year revealed an impairment of capital. The department ordered the company to make the impairment good, which it states has not been done. A bill was filed by the attorney general alleging impairment and insolvency and the appointment of a receiver was asked. A receiver has not yet been appointed.

Read *The National Underwriter* regularly. Subscribe for a personal copy.

Employers Liability Plans Its Big Cruise

Several hundred agents of the Employers Liability group will participate in the 50th anniversary celebration at the home office in London in November. The corporation has chartered the Cunard steamer "Carmania," which will leave Boston on Nov. 8, touch at New York and proceed to London. Each branch office of the Employers Liability will have a number of its representatives on board, the number being decided by the size of the territory covered. The individual agents showing the largest amount of increase in premiums the first six months of 1930 will be given the trip. This will be a noteworthy convention, and the first time that the United States branch of a foreign company has taken its agents to the home office overseas.

AMERICAN SURETY MANAGERS AND SPECIALS HOLD MEETING

BUFFALO, May 28.—Branch managers and special representatives of the American Surety and New York Casualty, at their two days' conference in this city, discussed topics of interest concerning practically all phases of the surety and casualty business; by no means the least important part of the general program being the round table discussions, at which the field men queried the home office executives concerning the extent and character of the coverages afforded by the different bonds and policies. Executives of the companies present included: First Vice-President A. F. Lafrentz; Vice-Presidents D. H. Cook, W. E. McKell, B. J. McGinn and A. E. Cotterell. Among the outside field men on hand were: A. A. Rohrich, Pittsburgh; M. Stanley Brown, Cleveland; John McIntyre, Rochester, and Fred L. Fraser, Detroit.

Abrahams, Cullen, Made Directors

Howard Abrahams and Vincent Cullen, vice-presidents of the National Surety, have been elected directors of the company.

"Demerit Rating" Plan Opposed

BOSTON, May 28.—At a hearing before the legislature committee on ways and means several speakers vigorously opposed the bill to establish a demerit system of rating under the compulsory automobile insurance law; that is, to fix the rates in proportion to the number of accidents in which drivers have been involved. Frank A. Goodwin, formerly state registrar of motor vehicles, said the committee on insurance had reported the bill to "save its face."

John W. Downs, counsel for the Insurance Federation of Massachusetts, said the bill might be a good thing in theory, but should not be adopted now. In reply to a question, Mr. Downs said it might be well to enact such legislation if the present law were repealed and a financial responsibility law put on the books.

Digest of Court Decisions

Bank Bond. Rate of Interest. Where a surety gives a bond to secure deposits of the state in a bank, and the bank becomes insolvent and the surety pays the amount due plus 3 percent interest, the surety cannot claim the amount paid as a prior claim against the bank with interest at 6 percent, but is restricted to 3 percent only. *Central Trust Co., Receiver, vs. Bank of Mullens et al*, supreme ct. of appeals. W. Va.

Liability of Landlord for Icy Step. Where a landlord is under no obligation to make repairs or furnish janitor service, he is not liable for injuries resulting from slipping on an icy step at the entrance to the building, although the icy condition was caused by water from melting snow on the roof falling upon the step and freezing in ridges thereon. *Cederburg vs. Nelson*, supreme court Minn.

Day Company Now Controls Automobile Underwriters

DALLAS CARRIER IS BOUGHT

New Chicago Organization Swells Assets and Surplus by Additional Acquisition

Another company has been added to the Darby A. Day group of Chicago, the Automobile Underwriters of Dallas. Purchase of all the stock of this carrier, consisting of 35,000 shares, is announced this week. The Darby A. Day Investment Corporation consummated the deal, and the Dallas carrier later will be absorbed by the Chicago Fidelity & Casualty of the Day fleet.

The Automobile Underwriters' liabilities and assets in time will be taken over and the corporate body will be liquidated. The purchase will add approximately \$1,000,000 to assets and a like amount to premium income, and also will increase surplus of the Chicago Fidelity & Casualty substantially. As a rule in a merger, the surplus of the purchasing company is decreased.

Secretary Perry Gets Post

The Automobile Underwriters operates in five states and has some 300 agents who will be taken over. In addition C. Perry, secretary-treasurer, will assume an executive post in the Chicago Fidelity & Casualty, and other officers will get positions. For the time being, the Dallas company will be managed from that city by its old officers.

Assets of the Chicago Fidelity & Casualty and the Continental Indemnity of the Day fleet, upon absorbing the Automobile Underwriters, and as a result of buying the Indemnity of America and the Continental Underwriters of St. Louis and Springfield, Ill., respectively, will be swelled to more than \$4,000,000, with liabilities of only about \$1,100,000. Total premium income of about \$2,500,000 is obtained from all these sources. Surplus is approximately \$1,500,000.

A significant point in all of the deals is that the Chicago Fidelity & Casualty will get licenses to operate in 23 states and also an agency plant of more than 1,300 men.

Formed from Reciprocal

The Automobile Underwriters began operations in March, 1927, having been organized to reinsure the business of the Automobile Underwriters of America, a reciprocal. The initial paid in capital was \$200,000, which was increased to \$250,000 within a few months. The management of the reciprocal was behind the stock company and it has a reputation for efficient and conservative management.

An underwriting loss of nearly \$80,000 was suffered in 1928, and a decrease of \$46,134 in surplus, but a large volume of unprofitable business was canceled in July, 1928, and the company withdrew from unprofitable territory. It had admitted assets of \$823,236 at the end of 1928, \$492,857 total liabilities exclusive of capital, and surplus \$80,379 over all liability. J. G. Webster is president and G. W. Baillio, vice-president.

Perry Experienced Man

Mr. Perry has been active since 1916 in affairs of the reciprocal that preceded the Automobile Underwriters, and previously had long experience with several large stock companies. He is an underwriter of recognized ability.

The Dallas deal places the Day companies in an even more enviable position in the middle western field. Negotiations are on with other companies and it is expected that the fleet shortly will be further increased.

Names Alabama General Agents

The City of New York has appointed Miller & Wilson, Montgomery, general agents for Alabama.

See Menace from Spread of Marine Company Cover

ENTER THE BURGLARY FIELD

Casualty Offices Declare That Their Private Preserves Are Now Being Invaded

NEW YORK, May 28.—As casualty companies are going over their burglary experience of last year they find that by checking up they can trace the loss of several thousand dollars to the activity of the marine companies. The marine companies have been thorns in the flesh of a number of insurance institutions because the laws are most liberal in regard to what can be covered under a marine policy. Under the straight fire, life and casualty laws, companies are very well restricted as to their field of operation. Not so with the marine companies, casualty officials declare.

Ponch on Private Preserves

Marine companies have invaded the legitimate field of fire insurance and taken away hundreds of thousands of dollars. The burglary companies declare that a marine company will issue a policy covering an assured against all risks. This includes fire, perils of transportation and so on and in addition will cover burglary and embezzlement, thus invading also the fidelity field. Some marine companies are issuing a complete household policy under marine cover which protects an assured against contingencies that are purely casualty in their nature. Recently Commissioner Livingston of Michigan disapproved of some policies of this character, taking the ground that the marine companies were invading too far the casualty domain.

Casualty officials declare that the aggressive nature of the marine companies in extending their coverage is one of the most insidious forms of competition that has to be met. There is a general feeling that amendment to the marine law should be passed restricting marine companies to proper boundaries.

Meeting of Acquisition Cost Conference Called

NEW YORK, May 28.—The Casualty and Surety Acquisition Cost Conferences will meet here in joint session to enable the preparation of a report for submission to the insurance commissioners at their meeting in Chicago during the week of June 9. The companies named as representatives of the Casualty Acquisition Cost Conference are the United States Casualty, chairman; Aetna Life, Century Indemnity, Fidelity & Casualty, Great American Indemnity, Hartford Accident & Indemnity, Hartford Steam Boiler, London Guarantee & Accident, Maryland Casualty, Massachusetts Bonding, New York Indemnity, Norwich Union Indemnity and Southern Surety.

Estate of Motor Crash Victim Wins \$1,500 Suit

The estate of a man killed in an automobile accident won \$1,500 damages recently in Wabasha county, Minn., district court. Floyd Mitchell of Plainview was the defendant. John Hardtke was the victim. While riding in an automobile driven by Mitchell on Jan. 8, Hardtke was killed when the car struck a patch of ice on a turn and crashed off the highway. The complaint was that Mitchell drove at a reckless speed.

Method Sought to Improve Compensation Loss Record

CONSIDER PROFIT LOADING

Doubtful Whether States Will Approve Plan of Determining Rates Unless on Disclosed Experience

NEW YORK, May 28.—Officials of workmen's compensation writing companies have been anxiously casting about for some time for a method to improve the loss record which continues downward. The National Bureau of Casualty & Surety Underwriters suggested a short time ago that the rate making program of the National Council on Compensation Insurance be altered to include 2.5 percent in the expense loading "to cover profits and contingencies," pointing out that the present method "cannot yield adequate rates, inasmuch as it makes no provision for an upward tendency in costs," and holding further that "a profit loading is eminently proper." The proposition will be taken up at a meeting of the rates committee of the National Council here on June 5.

Profit Loading Advocated

Animated discussion of rate-making in connection with workmen's compensation insurance was had at the recent meeting of the Casualty Actuarial Society in Baltimore. In the opinion of some the premium rates should be loaded with a projection factor, as was once the practice; the plan since followed takes into account merely the pure loss and expense cost, without any provision for trends or profits, the only special loading being 1 cent for the catastrophe hazard.

Whether the suggested change will be adopted in the near future is a question. It may be that New York state will allow use of the trend factor and possibly other states will approve. However, in past it has been difficult to gain the sanction of any of the responsible state commissions to permit the predicating of rates upon other than a disclosed experience, with the result that the underwriting companies were compelled to face a steady loss on the business year after year. This could have been corrected had they been allowed to load the rates to meet definitely disclosed tendencies.

Jury Disagrees Regarding \$100,000 Air Damage Case

NEW YORK, May 28.—A jury disagreement this week will postpone the final decision in the \$100,000 suit against the Curtiss Flying Corporation and one of its student flyers, Lucius Green, which has been tried in the supreme court at Mineola, L. I. The case, in which Mrs. Jennie Kosako of Inwood seeks damages for the death of her husband, Stephen Kosako, by Green's plane Oct. 14, last year, will go to trial again. Due to the season, it may not be heard until fall. The flyer, blinded by dust raised by another plane taking off, misgauged his landing and struck a tractor being driven by Kosako in a nearby field, killing him.

State Fund Plan Fails Again

BOSTON, May 28.—Another unsuccessful effort has been made by Frank A. Goodwin and his constituents to have an automobile insurance state fund bill passed in Massachusetts. The measure, which was decisively defeated in the committee, provided for the formation of the Massachusetts State Automobile Insurance Company to transact all insurance business handled by a mutual liability company. The proposed act conformed to the plan under which the state controls life insurance through savings banks.

At the Reunion



E. KING WILSON, Baltimore Vice-President Fidelity & Deposit

E. King Wilson was one of the active participants in the homecoming reunion of the old American Bonding people at Baltimore. He started with the American Bonding in November, 1905, as a member of the legal department. At the time of the merger with the Fidelity & Deposit he was in charge of the department. He continued on the legal staff of the Fidelity & Deposit and was elected vice-president in April, 1921. On the revival of the American Bonding he was elected vice-president. He is vice-president and general attorney for the Fidelity & Deposit.

Mutual Casualty, Teammate Buy New Office Building

The seven-story modern office building at 750 North Michigan avenue, in the heart of the so-called north central district of Chicago, has been acquired by the Mutual Casualty of Chicago and the Life & Casualty of Chicago. The associated companies, which are now located at 731 Sheridan road, Chicago, expect to occupy two or three floors of the newly purchased structure on Sept. 1.

In locating across the Chicago river on the near north side the associated companies are following a well defined move. The Central Life of Illinois and the Illinois Life own modern office buildings on Michigan avenue in the same neighborhood. The American Bankers has erected a new building at Cass and Ohio streets on the near north side and the National Life, U. S. A., owns a site in the vicinity. North Michigan avenue and its vicinity is a rapidly prospering neighborhood. The Tribune Tower, the Medinah Athletic Club, the Wrigley building, Allerton hotel and Palmolive building are among the larger structures there.

The building just purchased by the associated companies is at the southwest corner of Michigan boulevard and Chicago avenue, which is an important east and west artery of that city. The associated companies announce that real estate experts have established a value on the property of \$1,000,000.

The first quarters of the Mutual Casualty were in the State-Lake building in Chicago's loop. In 1926 the associated companies purchased property which they now occupy at 731 Sheridan road. Although the new name for the Michigan avenue property has not been decided upon, "Life and Casualty Building" is favored.

An automobile financial responsibility bill, patterned closely after the New Hampshire law, has been offered in the Louisiana legislature with, it is understood, an excellent chance for passage.

Cut Bond Commissions on Michigan Public Buildings

REDUCED TO 20 PERCENT

Special Committee to Represent Fidelity & Surety Acquisition Cost Conference at Chicago Hearing

NEW YORK, May 28.—Following the recent reduction by the Towner Rating Bureau of public building construction bond rates in Michigan, the Fidelity & Surety Acquisition Cost Conference has decided to cut commission on this class from 30 percent to 20 percent effective Aug. 1.

Previous rules of the conference were reaffirmed, after which it was decided to appoint a special committee to represent the conference at the gathering of the committee on acquisition cost of the National Convention of Insurance Commissioners in Chicago June 11. The members of the committee are as follows: National Surety (chairman), Aetna Casualty, American Surety, Fidelity & Casualty, Fidelity & Deposit, Globe Indemnity, Great American Indemnity, Indemnity of North America, Maryland Casualty, New Amsterdam Casualty and the United States Fidelity & Guaranty.

A committee of like character has also been chosen by the casualty acquisition cost conference, and it is assumed the two bodies will talk over the general situation in advance of the hearings before the commissioners.

NEW RATE SET AT 1 PERCENT

LANSING, MICH., May 28.—A new contract bond rate on public buildings, of 1 percent has been obtained for Michigan from the Towner Rating Bureau after an extended correspondence between it and Commissioner Livingston.

Commissioner Livingston said the former rate of 1.5 percent was apparently not justified by the experience over a period of years, so the lower rate was sought.

While the commissioner would not comment on that phase of the situation, it is generally reported in agency circles that at least one company had been writing this business at 1 percent for some time. The state law does not give the department specific jurisdiction in other than the fire-rating field but it is believed that some sort of action may be expected if a rate war ensues.

Peterson Made Manager of Philadelphia Office

NEW YORK, May 28.—E. C. Peterson, for some time past assistant manager of the Chicago office of the National Bureau of Casualty & Surety Underwriters, has been named as manager of the recently established branch at Philadelphia, with supervision over the city and contiguous territory. He will leave for the new field at once, and will be assisted in the preliminary organization work by R. C. Mead, of the bureau's automobile department at this city. A successor to Mr. Peterson as chief aid to manager Peter Malah, of the Chicago office, will be announced shortly.

Award Prizes on Surety Course

NEW YORK, May 28.—Examination of papers of students taking the surety claims course of the Insurance Society of New York evidenced an unusual knowledge of the subject. The first prize of \$25 was awarded George C. Kaiser of the New York Indemnity, with a percentage of 98; the second prize going to Anker Jorgensen of the Union Indemnity with a percentage of 97, while Frank Kovack of the National Surety took third prize with a percentage of 96. All prizes were donated by Vice-President Vincent Cullen of the National Surety.

Premiums and Losses in 1929 in OKLAHOMA on All Casualty Lines

	Total		Auto. Liability		Other Liability		Work. Comp.		Fidelity-Surety		Plate Glass		Burglary		Prop. D. & Col.	
	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
Aero Indem.	5,732				2,668											
Aetna Cas.	205,161	72,506	31,257	10,857	879	252			84,130	21,036	11,458	4,384	25,003	8,771	44,464	25,057
Aetna Life	511,667	315,979	39,695	19,973	55,899	35,555	360,417	241,161								
Alliance Cas.	5,623	2,069	48		82		902	1,796					47		21	
American Automobile	1,546	576	1,163	476					4,519	273					382	99
American Empl., Mass.	200,572	112,520	19,176	14,345	16,021	11,332	100,840	80,796	44,150	4,868	2,233	2,260	5,330	2,364	10,521	4,766
American Fid. & Cas.	4,819				1,833								6		1,514	
American Indem.	12,014	5,513	5,929	3,872					2,806	—149			11		3,246	1,789
American Mut. Liab., Mass.	11,355	4,673	534	171	1,019	76	9,505	4,320							276	104
American Mine Own.	749	2,946					749	2,946								
American Surety	206,386	66,961	132						178,264	55,394	1,210	544	29,750	11,022	28	
Assoc. Ind., Cal.	52,857	22,580	247		4,150	1,116	48,241	21,469							218	
Auto. Und., Tex.	15,805	17,681	10,009	10,986											5,704	6,694
Cas. Rec. Exch., Mo.	81,157	37,023			3,948	982	56,542	24,829								
Central Sur., Mo.	108,004	26,241	21,491	3,699	4,647	110	42,068	15,726	15,550	539	5,004	1,468	1,818	558	11,499	4,070
Century Indem.	96,616	25,586	24,702	6,725	4,146	385	28,635	10,193	18,080	1,523	3,867	1,016	5,088	1,520	9,406	4,230
Columbia Cas.	2,820	4,201	—2	1,200	223		—1,156	1,438		846			151	688	10	30
Commercial Cas.	206,080	79,425	21,037	3,684	6,060	63	137,649	61,765	18,781	676	4,443	1,931	7,085	6,442	9,909	3,402
Consol. Under., Mo.	109,891	59,465	2,281	2,473	2,712	500	104,898	56,492								
Consolidated Indem.	2,302		228						1,800						273	
Constit. Ind., Pa.	97,341	34,114	21,059	5,912	3,100	750	42,694	20,752			3,616	710	3,711	1,856	10,410	3,619
Continental Cas.	236,126	84,878	30,221	10,962	10,000	315	34,218	10,492	32,293	100	3,278	1,171	9,812	3,439	15,270	5,526
Detroit Fid. & Surety.	13,092	492							15,092	492					20,365	12,690
Employers Cas.	221,925	187,642	58,472	40,170	9,093	2,372	133,698	132,407							5	
Eagle Indem.	509	259	44				—193		513	259			112			
Employers Liab.	192,937	117,995	18,220	17,109	16,926	28,854	128,788	76,182	9,875	2,009	1,638	1,412	3,747	1,348	9,564	12,315
Employers Reins.	41,473	14,438	14,068	696	13,892	350	5,614	10,671	1,411				5,973	2,013	1,057	175
Excess	4,851		18		1,835		2,540		404						74	
Equitable Cas.	2,442		21						2,344							
Federal Surety	330,544	180,746	30,279	10,310	12,103	2,055	146,872	89,129	93,638	56,298	8,043	2,824	17,704	10,719	16,844	5,320
Fidelity & Cas.	217,438	93,573	7,310	5,999	19,763	6,100	130,970	62,208	9,473	36,224			919	2,206	228	250
Fidelity & Dep.	75,464	20,164							69,744	19,456	134		5,585	708		
Fidelity Union Cas.	166,595	84,044	51,523	22,518	3,687	2,399	41,132	20,635	14,655	1,323	9,068	3,973	2,478	1,931	41,907	28,304
General Accid.	55,324	39,907	13,067	13,673	18,133	2,452	15,845	18,759			338	20	1,452		6,055	4,828
General Cas. & Surety.	5,767	160	1,437		45		2,740	132			28		5		1,585	27
Globe Indem.	274,286	132,790	38,505	16,463	22,866	5,483	150,151	91,195	17,853	—4,030	11,147	2,759	10,227	9,281	21,428	9,171
Glens Falls Indem.	1,715	182	74		2				1,245	182			341		50	
Great Amer. Indem.	8,137	4,034	750		1,293		5,989	4,034							103	
Hdw. M. Cas., Wis.	19,120	5,383	7,891	450	56						5,557	2,531	134	240	5,480	2,160
Harford Accid.	741,340	460,172	93,372	79,194	60,165	23,911	398,881	294,146	90,141	16,443	8,970	3,300	24,540	8,476	58,142	31,340
Home Accid.	21,397	6,609	5,174	235	1,502		7,534	5,353	2,466		931	97	1,034	96	2,662	826
Indem. of N. Amer.	34,782	8,895	11,692	1,927	1,823	206	9,123	6,042	4,340	—940	661	284	1,158	90	5,686	1,283
Independ. Indem.	15,749	17,289	368	155	6,216		3,550	16,074	4,350	94	6		330		870	854
Liberty Mut., Mass.	40,031	9,510	1,721	2,466	2,632	63	35,390	6,670							297	310
Liberty, Ohio	18,060	4,791	7,215	449							60				10,667	4,342
London Guar.	23,658	11,253	2,366	198	16,190	7,973								10	1,224	1,014
London & Lanc. Indem.	—292	2							—292	2						
Lloyds Cas.	6,978	209	1,749		439		3,008	209	780						789	
Lumb. Mut. Cas., Ill.	36,986	10,827	3,907	2,293	3,630		25,846	7,193	—38		395	181	309		2,956	1,151
Lumb. Recip., Tex.	95,338	103,623			14,576	3,085	72,382	97,273								
Maryland Cas.	425,304	208,099	40,758	33,929	27,090	6,438	243,400	138,192	41,710	—1,860	10,022	4,119	21,076	15,622	19,648	7,765
Mass. Bonding	61,917	46,513	6,116	13,964	328	200	16		19,585	9,158	5,585	1,379	1,657		3,008	2,388
Mutual Indem.	20,001	4,978														
Metropolitan Cas.	7,125	14,048	213	542	—11		463	3	6,281	13,380			49	99	129	22
National Cas.	41,596	13,013	9,660	3,357	1,904	6	8,693	2,509	3,048		1,157	498	2,009	236	4,868	1,294
National Surety	177,035	52,957							110,079	19,104	207	83	63,322	33,769		
National Union Ind.	24,368	11,767	9,809	6,652	1,353	750			3,766		3,307	1,662	735	57	5,395	2,644

(CONTINUED ON PAGE 38)

“Business As Usual”



Agents and Brokers—

“Hand Picked Personnel”

Maryland Casualty Company picks its employees for the bigger jobs from hundreds of trained applicants. Each one is chosen with your welfare and convenience in mind.

You will find it an actual pleasure to do business with the old and strong Maryland, that can easily handle all your Casualty and Bonding lines.

Maryland Casualty Company
Baltimore

THEIR HARVEST IS RICH



I

IN SPITE OF the present business recession, hundreds of Standard agents are reaping a rich harvest in premiums . . .

rich because extra personal efforts have been combined with modern direct-mail campaigns. » » » Experienced

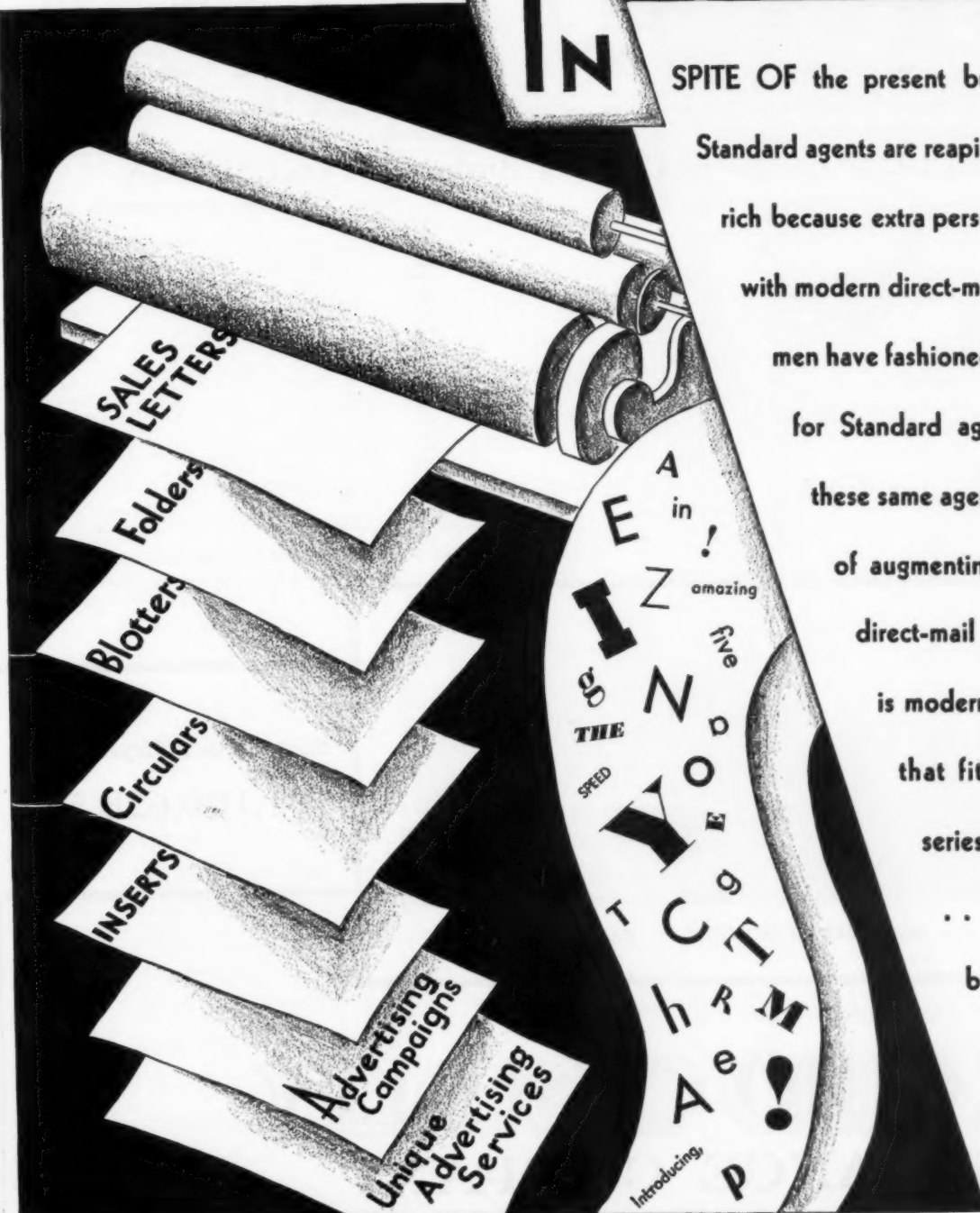
men have fashioned "tailored" advertising programs for Standard agents. And now, one by one,

these same agents are learning the fruitful results of augmenting their own work with proven direct-mail advertising . . . advertising that

is modern, resultful, sound . . . advertising that fits snugly into its place in the series of steps behind every order

. . . advertising that is surrounded by unique services. » » » A

word to the Standard Advertising Department will bring you complete information.



STANDARD ACCIDENT INSURANCE COMPANY
DETROIT, MICHIGAN

ONE OF THE OLDEST AND ONE OF THE LARGEST CASUALTY AND BONDING COMPANIES IN AMERICA

(OKLAHOMA TABLE CONTINUED FROM PAGE 36)

	Total		Auto. Liability		Other Liability		Work. Comp.		Fidelity-Surety		Plate Glass		Burglary		Prop. D. & Col.	
	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses
New Century Cas.	977	74														
New Amsterdam	123,812	78,858	9,516	13,321	8,600	1,243	51,220	48,372	39,875	860	977	74	2,627	1,367	6,255	11,764
New York Cas.	24,616	5,876	1,207	326	631				4,490		16,466	4,614	1,241	99	579	635
New York Indem.	95,329	48,871	16,005	9,367	5,777	78	40,520	29,980	14,706	1,932	4,189	1,721	4,480	1,225	7,245	4,565
Norwich Union	781	76			43		666	76					—13		23	
Ocean Accident	41,717	27,846	5,748	1,728	1,570	60	9,791	20,456	2,193	453	239	28	472	78	3,433	1,231
Ohio Cas.	30,708	26,987	13,346	13,155	463				45		3,225	1,523	963	7	12,322	12,300
Petroleum Cas.	4,020	51					4,020	51								
Royal Indem.	26,971	9,820	2,420	1,243	1,810	50	11,215	6,557	4,889	229	—40	125	2,074	440	689	541
St. Paul Merc. Ind.	201,035	14,079	14,975	11,797	214		40				1,748	1,021			3,056	1,260
Security Mut., Ill.	9,495	6,703			555	2,117	1,212		7,590	3,351					135	1,234
Southern Sur.	504,839	188,280	17,780	1,311	39,072	8,382	219,823	142,997	104,613	25,780	3,155	989	6,146		8,952	1,834
Southw. Ind.	194,278	103,992	37,780	31,031											28,736	23,750
Standard Accid.	60,617	63,034	6,700	6,366	4,755	4,244	14,073	25,496	13,461	13,539	237	133	1,179	1,145	4,243	5,969
Sun Indem.	9,843	3,173	2,209	1,390	371		2,107	472	1,772		791	483	1,247	—49	970	876
Standard Surety & Cas.	409		30						363						15	
Texas Pacific F. & S.	2,828	398			290		2,538	398								
Transportation Indem.	7,746	72	3,705		389		1,908	72			138		138		1,471	
Travelers	659,449	370,733	116,316	88,869	42,921	11,781	351,584	200,231								
Travelers Indem.	130,434	54,365		21	10,881	1,600					9,053	3,267	27,214	9,718	77,956	34,352
Union Indem.	195,081	192,266	29,466	23,346	13,828	3,742	85,040	51,365	29,733		8,690	4,703	8,800	1,507	15,225	8,532
U. S. Cas.	38,165	17,984	18,798	5,941	1,070	7	3,574	2,650	3,733		602	101	354	3,408	4,070	2,299
U. S. F. & G.	1,652,501	851,664	143,753	106,206	93,946	30,429	950,126	627,851	311,154	28,682	21,468	9,352	33,976	13,371	79,869	41,371
Universal Cas.	16,608	1,675	7,478	300	98						338	45			7,792	1,297
Util. Ind. Ex., Mo.	16,928	8,614			5,716	5,409	3,642	215							4,736	1,874
Zurich	97,903	42,555	5,384	873	21,623	3,145	61,859	36,559			1,712	604	1,362	352	4,389	1,020
Total, 1929	\$11,343,720*	\$5,864,282*	\$1,120,362	\$751,654	\$629,737	\$216,420	\$4,354,258	\$2,826,899	\$1,563,624	\$356,181	\$175,844	\$ 67,730	\$345,682	\$166,916	\$635,805	\$236,445
Total, 1928	10,300,270*	4,895,292*	988,465	418,746	453,359	156,814	3,901,909	2,434,713	1,351,784	139,458	171,376	65,035	355,687	161,362	541,814	251,170

*Total of all casualty business, including classes shown below. Company totals above include other classes shown in groups below.

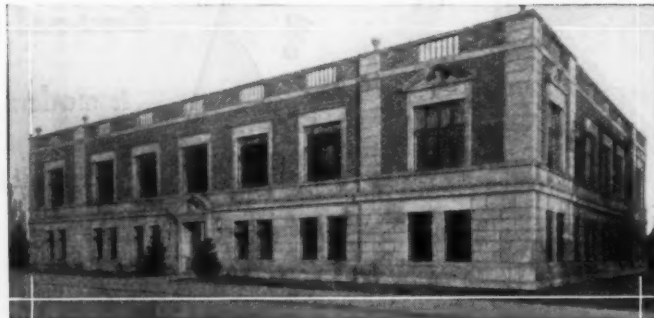
Companies Writing Other Classes of Casualty Business in OKLAHOMA

ACCIDENT AND HEALTH		Fidelity & Cas.		New Amster.		NON-CANCELLABLE H. & A.	
Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses
Aero. Indem.	\$ 1,900	936	78	1,239	272	Aetna Cas.	\$ 40
Aetna Cas.	2,924	2,082	2,926	431		Aetna Life	798
Aetna Life	54,858	15		21,179	6,395	Bus. Men's	167
Amer. Employ.	1,808	480	173	1,166	282	Central Sur.	519
Amer. Natl.	22,375	2,102	2,483	100	2,345	Columb. Nat.	643
Ark. St. Life	7,505	7,905	2,482	539	266	Cont. Assur.	623
Ben. Ry. Emp.	31,753	6,211	3,236	51,641	24,392	Cont. Cas.	8,130
Brother. Accd.	6,974	90		9,041	4,684	Empl. Reins.	263
Bus. Men's	279,172	5,100	3,356	629	631	Equit. L. N. Y.	12,398
Central Sur.	402	293		8,931	2,118	Great North. L.	98
Century Indem.	2,681	201		15,053	7,464	Great West.	112
Columbia Cas.	268	10,239	3,256	15,895	6,136	London Guar.	2,238
Columb. Nat.	872	68		373		Loyal Prot.	4,023
Coml. Casualty	1,110	343,519	116,514	148,177	71,849	Mass. Prot.	255,446
Constitution Ind.	1,773	224		92	5,061	Metropol. Life	213
Cont. Cas.	111,789	8,265		5,968	3,205	Sentinel Life	719
Cont. Life	1,906	12,802	3,330	3,745	1,118	Southern Sur.	238
Empl. Reins.	1,190	26,416	17,622	5,734	3,576	Travelers	449
Empl. Liab.	3,183	7,821	9,793	17,586	11,502	U. S. F. & G.	337
Equit. L. & C.	1,983	123,197	76,231	492			
Equit. Life, N. Y.	847	33,193	9,466	54,859	22,246		
Excess	47	29,294	12,691	4,512	4,523		
Fed. Life & Cas.	2,450	14,989	5,376	1,570			
Federal L. Ill.	26,100	10,257	5,110				
Federal Sur.	4,057	131,796	60,927				
		770	670				
				Total, 1929	\$1,717,213	\$875,445	
				Total, 1928	2,188,175	1,265,987	

(CONTINUED ON NEXT PAGE)

Assets

\$3,644,597.55



HOME OFFICE BUILDING :: HAMILTON, OHIO

Surplus to Policyholders

\$1,100,628.56

THE OHIO CASUALTY

INSURANCE COMPANY

HAMILTON, OHIO

FULL COVER AUTOMOBILE — ACCIDENT — LIABILITY — PLATE-GLASS—BURGLARY—FIDELITY AND SURETY BONDS

WHEN YOU WERE A KID . . .

WHEN you were a youngster and found yourself accidentally locked out of your house, did it take you very long to find a way to get in, even if the doors were locked?

Neither will a burglar have any difficulty in gaining access to the home of one of your clients (in spite of locks and bolts) if he happens to admire the client's taste in silverware or house furnishings.

Right now, before the summer vacation season begins, is an excellent time to tell your clients and prospects about a Residence Burglary, Theft and Hold-up policy in The Travelers. It protects against loss of property stolen by burglars, sneak thieves, servants, dishonest employees of trades people, as well as hold-up men, and also reimburses the policyholder for damage done by burglars.

The one sure way of protecting a client's home against loss and damage by burglars



is by selling a Travelers Residence Burglary, Theft and Hold-up policy.

Appropriate sales literature that you can use to interest prospects is available. Any Travelers branch office will be glad to furnish advertising material and other selling assistance.



THE TRAVELERS

THE TRAVELERS INSURANCE COMPANY

LIFE

ACCIDENT

LIABILITY,

HEALTH,

AUTOMOBILE,

STEAM BOILER,

THE TRAVELERS INDEMNITY COMPANY

L. EDMUND ZACHER, PRESIDENT

Hartford, Connecticut

THE TRAVELERS FIRE INSURANCE COMPANY

FIRE

WINDSTORM

PLATE GLASS,

AIRCRAFT,

MACHINERY,

INLAND MARINE

THE LARGEST MULTIPLE-LINE INSURANCE ORGANIZATION IN THE WORLD



Have you had your CHIMES this month?

Here is one (there may be more) of the 14,000 local agents who gets the CHIMES each month, who reads it with gusto!

The CHIMES is published in the interest of the insurance business in the United States in general by the Universal Automobile Insurance Company, the Trinity Fire Insurance Company and by the



EDWARD T. HARRISON
PRESIDENT

(CONTD FROM PRECEDING PAGE)

CHECK FORGERY

	Premia	Losses
General Indem.	\$ 2,886	\$ 2,282
Total, 1929	\$ 2,886	\$ 2,282

CREDIT

	Premia	Losses
Amer. Cred. Ind.	\$ 9,675	\$ 1,261
London Guar.	1,424	.....
National Sur.	1,424	.....
Southern Sur. ....	.....	20
U. S. F. & G.	279	291

Total, 1929	\$ 12,802	\$ 1,532
Total, 1928	15,782	3,055

STEAM BOILER

	Premia	Losses
Aetna Cas.	\$ 1,117	.....
Amer. Employ.	280	.....
Columbia Cas.	128	.....
Cont. Cas.	129	.....
Eagle Indem.	27	.....
Empl. Liab.	1,122	.....
Fidelity & Cas.	4,097	\$ 400
Hartford S. B.	44,659	6,358
Lloyds Cas.	91	.....
London Guar.	20	.....
Maryland Cas.	5,874	521
N. Y. Indem.	171	.....
Ocean Accl.	11,294	3,042
Royal Indem.	2,148	.....
Travelers Ind.	5,213	364

Total, 1929	\$ 76,330	\$ 10,685
Total, 1928	65,524	7,025

ENGINE & MACHINERY

	Premia	Losses
Aetna Cas.	\$ 2,701	.....
Employers Liab.	130	585
Fidelity & Cas.	43,740	.....
Hartford St. B.	12,166	1,496
Independ. Ind.	143	300
Maryland Cas.	1,689	.....
N. Y. Indem.	1,200	.....
Ocean Accl.	5,639	483
Royal Indem.	631	.....

Total, 1929	\$ 67,779	\$ 2,864
Total, 1928	19,607	2,896

SPRINKLER LEAKAGE

	Premia	Losses
Aetna Cas.	\$ 3,230	\$ 382
Maryland Cas.	629	33
Total, 1929	\$ 3,859	\$ 415
Total, 1928	7,959	520

LIVE STOCK

	Premia	Losses
Hartford Accident	\$ 22	.....
Hartford L. S.	1,259	\$ 760
Total, 1929	\$ 1,281	\$ 760
Total, 1928	645	476

Recovers Under Texas Law

WASHINGTON, D. C., May 28.—The United States Supreme Court has declined to review the case of American Mutual Liability vs. W. H. McCaffrey. McCaffrey sued in Texas under the Texas workmen's compensation law, although employed by a Tennessee corporation which was insured under the Tennessee law. He also brought a suit in Tennessee under the Tennessee law to protect himself under the statute of limitations. The United States court in Texas gave judgment under the Texas law and this in effect is affirmed by the Supreme Court.

COMPENSATION

AWARD FOR LIGHTNING DEATH

Man Employed in Excavating Struck Under Tree While Taking Shelter from Rain

The award of the Wisconsin industrial commission made to Ferdinand Hendrickson's parents for their son's death by lightning, which was appealed by W. J. Newman and the Employers Liability, has been affirmed by Judge A. C. Zimmerman in circuit court at Dane county circuit court.

Hendrickson was engaged in excavating a cellar for Newman along with four other men. It had rained on that day and the men had stopped work several times because of the rain, taking shelter under the trees surrounding the place of digging. While they were under the shelter of a tree, during a heavy rain that afternoon, standing about six feet from where they were digging, a bolt of lightning killed Ferdinand. Judge Zimmerman held that it would appear the accident grew out of and was incidental to the employment, and that therefore the award should be sustained.

Sharp Rise in Loss Ratio

A sharp upward trend in compensation losses in New Jersey in 1929 is seen by Chairman A. R. Lawrence of the Compensation Rating & Inspection Bureau. Premiums are down and with the rapid growth in losses there is a sharp upward swing in the loss ratio. The ratio for all companies in 1929 was 73.9 percent, the highest since 1923. Adjustments of rates at the beginning of the year and again on July 1 were not sufficient to overcome the increase. Losses incurred were \$7,941,043 in 1927, \$8,706,110 in 1928 and \$10,706,904 in 1929.

Name Virginia State Fund Commission

Dr. R. H. Tucker, professor of economics at Washington and Lee University, and Dr. J. A. C. Chandler, president of the College of William and Mary, have been appointed on the commission to consider a state compensation fund. The commission was created by the 1930 legislature.

Dr. Tucker was one of the original members of the industrial commission of Virginia appointed in 1919, but retired after two years' service. Dr. Chandler was chairman of the legislative commission which investigated fire rates in Virginia several years ago.

The Virginia federation of labor in

Seaboard announces

The election of
MR. C. W. FRENCH
as a

Vice President of the
Company

In Charge of Western Executive Office
A1516 Insurance Exchange Bldg., Chicago, Illinois

Seaboard Surety Company

E. D. Livingston, President

Head Office—80 John St., N. Y.
Preferred Surety Risks at Preferential Rates

"CASUALTY Insurance" by C. A. Kulp covers in a single volume a general description of this important and rapidly growing field, a large part of the book being devoted to workmen's compensation and employer's liability insurance. Single copy \$6. Order from The National Underwriter.

GENERAL REINSURANCE CORPORATION

**CASUALTY
FIDELITY and SURETY
REINSURANCE**

**HOME OFFICE
80 JOHN STREET, NEW YORK**

**CHICAGO
11 South LaSalle Street**

**SAN FRANCISCO
1927 Russ Building**

ESSENTIALLY

agency companies,
recognizing the value
of full cooperation by
the Home Office with
men in the field.

United States Fidelity and Guaranty Company

R. HOWARD BLAND, *President*

Fidelity and Guaranty Fire Corporation

R. HOWARD BLAND, *President*

FRANK A. GANTERT
Vice-President and General Manager

Home Offices
BALTIMORE, MARYLAND

AUTOMOBILE	PUBLIC	BURGLARY	ACCIDENT
LIABILITY	LIABILITY	THEFT	HEALTH
PROP. DAMAGE	TEAMS	PLATE GLASS	WORKMEN'S
COLLISION	ELEVATOR	STEAM BOILER	COMPENSATION



annual convention at Petersburg last week unanimously adopted a resolution for a state fund.

Virginia Hearing on Increases

RICHMOND, VA., May 28.—Hearing on application of the Aetna Life and other companies writing compensation risks in Virginia for an 8.4 percent rate increase effective July 1, to cover increased benefits allowed under the amended workmen's compensation act, is scheduled for Thursday of this week before the state corporation commission.

Last week the American Mine Owners Casualty and the Bituminous Casualty, writing coal mine risks, intervened in the rate case with the understanding, however, that they would be granted further time if they were not ready on the date set. The coal mine companies asked an increase of 8.6 percent.

Kansas Committee to Meet

NEW YORK, May 28.—The Kansas regional committee of the National Council on Compensation Insurance will meet here June 5 to consider the procedure to be adopted with respect to filing new experience data for the state.

Father Employed Son; No Double Pay

LANSING, MICH., May 28.—The Michigan supreme court has overruled the industrial commission on the matter of double compensation to a minor employed by his father in the case of Van Sweden vs. Aetna Life. The assured under a compensation policy employed

his son, aged 16, as a helper in carpenter work. When the boy was injured the Aetna arranged to pay compensation, but the industrial commission held that employment of a minor was illegal without the approval of the commission and ordered double compensation. The supreme court refers to the immemorial right of a father to his son's services and says the commission went too far. Single compensation is all that is allowed.

Name New Jersey Committee

The governing committee of the Compensation Rating & Inspection Bureau of New Jersey for the new year is made up of the New Jersey Manufacturers Casualty, American Mutual Liability, Standard Accident and Ocean Accident.

Todd Enters Insurance Law

W. B. Todd, who has been a field supervisor for the Texas Employers, is now a member of the law firm of Pad-dock, Massingill, Belew & Todd of Fort Worth. Mr. Todd is specializing in compensation litigation for stock companies largely.

Not Under Compensation Act

CINCINNATI, May 28.—The common pleas court here has held that it is not obligatory for the employer of domestic servants to take out workmen's compensation insurance. Servants killed or injured while riding in an employer's car come under the indemnity clause of automobile insurance.

ACCIDENT AND HEALTH FIELD

PREMIUMS SHOW DECREASE

Good Loss Ratio Reported, However, and Anticipated Moral Hazard Claims Do Not Appear

Accident and health has been suffering from reduced writings experienced this year by mostly all forms of insurance. While premiums are generally reduced, there has been a compensation in the fact that losses also have been much lower, and in fact the loss ratio so far this year appears to be much better than last year.

It is said the premium reduction is so large that in the case of one great eastern company alone if the condition continues throughout the year it will mean a drop of about \$1,000,000. Oddly enough the anticipated increase in losses expected from the moral hazard which undoubtedly was caused by the stock market collapse last year, did not materialize. There has, however, been a large amount of unemployment lapse.

More Seeking "Pension"

Accident and health managers are finding that the public is becoming more and more educated in collecting claims, and there appears to be a growing tendency among policyholders to secure "pensions" for small injuries. This has been particularly true among the professions, especially those involving use of the hands, such as surgery and dentistry. It is for this reason that companies which some time ago abandoned the life indemnity feature in accident and health are congratulating themselves. There are comparatively few stock companies now writing this feature.

New Companies in Conference

The applications of five new companies for membership in the Health & Accident Underwriters Conference have been approved by the executive committee on a mail vote. The new members are the American Bankers, Jacksonville, Ill.; Employers Mutual Indemnity, Wausau, Wis.; General Life, Kansas City, Mo.; Mountain States Life, Hollywood, Cal.; and Sterling Casualty, Chicago. This brings the total membership up to 98. Several more applications are expected to be submitted at the annual meeting of the conference, so that it is

likely the membership will go above the 100 mark at that time.

M. F. O'Sullivan's New Connection

Mike F. O'Sullivan, who recently resigned as northern California superintendent of the Pioneer Casualty, owned by the Occidental Life, has joined the Northwestern Life & Accident of Seattle as agency supervisor with headquarters in San Francisco.

Dissolve Latin-American

At a meeting of the policyholders of the Latin-American Life & Casualty in New Orleans, a resolution was adopted to dissolve and wind up its affairs out of court. Its officers, S. T. Hopkins and E. M. Carson, 206 Balter building, were named liquidators. Thomas S. Logan, president of the company and the main factor in it, died recently.

Unemployment Lapsation Easing Up

Considerable lapsation as a result of unemployment is reported in the central west on commercial and industrial accident and health, as well as group. There also has been a reduction in new writings this year. Losses have not been bad, however, and this has relieved the situation. It is said much of the lapse was because factories have been operating on a reduced scale this year, many of them with skeleton staffs of employees. However, the latest report is that factories throughout the central west are swinging into production again and the period of unemployment lapse in accident and health it is felt is about over.

Announce Chicago Golf Winners

In the first golf tournament for the season of the Accident & Health Managers Club of Chicago, low gross prize was won by H. S. Cheney, Retail Credit; low net, A. M. Holtzman, Great Northern Casualty; high net and high gross, Donald A. Drury, Massachusetts Accident. The foursome prizes were won by the groups headed by D. W. McFall, Continental Casualty; Val Hawkins, Commercial Casualty, and W. J. Baldwin, Retail Credit.

Western National Expanding

The Western National, which has operated very successfully from Sherman, Tex., for a number of years, has moved its home office to Fort Worth, and plans to extend its field of operation very materially. A number of prominent Fort Worth business and professional men

ANNOUNCEMENT

Announcing the discontinuance
of our Texas Branch Office and the
appointment of

T. A. MANNING & SONS
Dallas, Texas

as our Southwest Managers for the
territory embracing Texas, Arkansas
and Louisiana (Exclusive of Little
Rock, Arkansas, and vicinity, and
Wichita Falls, Texas, and vicinity).

HOMER H. McKEE, President

Detroit Fidelity and Surety Company
DETROIT, MICHIGAN

THE EXCESS INSURANCE COMPANY OF AMERICA

JAMES GIBBS, President

CASUALTY AND SURETY REINSURANCE EXCESS AND SHARE

Executive Offices:

84 William Street, New York City

Telephone: Beekman 0890

Illinois Casualty Company

SPRINGFIELD, ILLINOIS

You Should Have a Strong Automobile
Company in Your Office!

ALL FORMS — FULL COVERAGE —
IN ONE POLICY
INDEPENDENT RATES

Policyholders Surplus \$375,000.00
Total Assets over \$600,000.00
Licensed in Illinois, Iowa, Michigan,
Missouri and Indiana

Write or Telegraph

Paul W. Pickering
Secretary-Treasurer
For Open Territory

have become actively identified with the company and are now on its board of directors. The company writes both life and accident and health insurance and has been giving especial attention heretofore to industrial business. R. E. Murrell is president; J. L. Mims, former vice-president and actuary of the Southern Union Life of Fort Worth, is executive vice-president and actuary; J. D. Calloway, vice-president and agency supervisor; G. S. Murphy, secretary-treasurer; E. G. Hughett, assistant secretary, and Dr. A. R. Ponton, medical director. The company has increased its capital and surplus from 50,000 to \$150,000.

Plans of Physicians Mutual

The Physicians Mutual Health & Accident of Nashville, Tenn., with home office at 313 Nashville Trust building, which is now licensed only in Tennessee and Indiana, is planning to extend its field of operation. The company operates on the mutual plan, writing non-cancelable health and accident, limited principally to physicians and dentists. A special business men's policy is also written, but this class is not pushed. The present officers are: Harry G. Husband, president; W. H. Phillips, Sr., vice-president; P. E. Phillips, secretary-treasurer, and Dr. Theo. Beilshier, assistant secretary-treasurer. The company was reorganized in 1929, the present management taking charge in December.

Air Passengers Are Covered

The Boeing Aviation Company of Seattle, which operates one of the largest

passenger, mail and express air services in the United States, has arranged for insurance of passengers through the Travelers. The policy is similar to that provided for railroad travelers and is handled in the same way through local traffic agents and field managers of the operating company, who report directly to the Travelers. A \$5,000 policy may be bought for \$2, this giving \$25 weekly disability indemnity. It is good for 24 hours except when the passenger is delayed unavoidably by the Boeing company. Then an extension of 24 hours is allowed for completion of the trip by air, rail or stage. The insurance charge is included with the fare, and passengers receive tickets which take the place of policies. This system was applied to air travel by the Travelers some six months ago.

Keep Buckeye Business Separate

The Buckeye Mutual Health of Columbus, O., which was reinsured in the American Liability & Surety of Cincinnati as of May 1, will be continued as a separate department by the latter company with headquarters as heretofore in the Beggs building at Columbus. The Buckeye Mutual was organized in 1918 and last year had a premium income of \$124,800 as against \$160,371 the previous year. Dr. R. G. Noble, who has been the main factor in the company, will continue in charge of the new department of the American Liability. The business of the Buckeye has been largely handled by mail. The American Liability already has a small accident and health department, the premiums last year in that department having been \$36,452.

FIDELITY AND SURETY NEWS

CANNOT END BOND LIABILITY

Ohio Attorney General Rules Adversely on Real Estate Brokers Cover

Bonding companies in Ohio may not terminate liability on bonds for real estate brokers' licenses before expiration of the bonds by notifying the state board of real estate examiners. This was the opinion of Attorney General Bettman delivered to the state director of commerce. Mr. Bettman stated that under the general code in Ohio all real estate brokers' bonds expire Dec. 31 each year, so the contract of surety is limited as to time and is not a continuing obligation.

Southern Loses Reinsurance Case

Judge Wade in the federal court at Des Moines directed a verdict against the Southern Surety in its suit to collect \$20,000 under a reinsurance contract with the Fidelity & Casualty. The suit was based on a loss of \$60,000 suffered by George Harris, Illinois tax collector, when the Drovers National Bank of East St. Louis, Ill., failed several years ago. Mr. Harris had been bonded by the Southern Surety for \$140,000. Evidence at the trial revealed that he failed to obtain a depository bond from the bank as was stipulated when he made application for bond to the Southern Surety. The court held that the reinsuring company had not been informed of all the facts, especially Harris' failure to obtain the depository bond, and directed the verdict against the Southern Surety, which had reinsured \$20,000 of its \$140,000 bond with the Fidelity & Casualty.

Big Milwaukee Contract Bond

The Massachusetts Bonding, through the Chris Schroeder & Son Company, Wisconsin general agents, has executed a contract bond for \$3,794,000 for Walter W. Oefflein, who will build the new addition to the Northwestern Mutual Life home office building in Milwaukee.

Surety Cannot Cancel

Bonds of commission merchants in the state of Washington licensed under state laws are not subject to cancellation by the surety prior to revocation of merchant's license, the Washington supreme court rules in the case of the Indemnity

of North America against C. Slotemaker. The situation in Washington is such that only official bonds can be thus canceled. The company was held liable under the bond, notwithstanding that it notified the department of agriculture of cancellation and the department gave the merchant 30 days in which to secure new bonds. He failed to do so but his license was not revoked. His default occurred in the calendar year for which the license had been issued and for which the bond covered.

Urges Bonds in North Carolina

Governor Gardner of North Carolina has announced that he will sponsor legislation to require indemnity bonds for every person who handles county, municipal or other public funds and by every bank in the state that is a depository of public funds. In an address before a group of attorneys Governor Gardner pointed out that in practically every default or failure of a county official or bank in which county funds were deposited during the last year the bond of the official or depository had been found inadequate and not in accordance with the law and the county has lost money.

Film Depicts Underwriting

An interesting film prepared by the American Surety, picturing the various stages in the underwriting of a contract bond at the home office, was presented in the Chicago Board rooms recently before an audience composed of employees of the Chicago office and a number of invited guests. Manager J. L. Maehle was host.

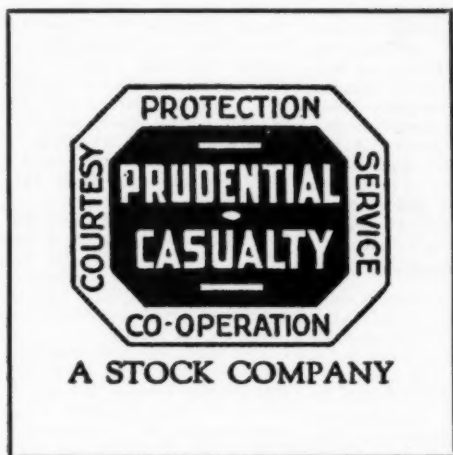
Find St. Louis Bank Official Short

George A. Lubeley, vice-president and cashier of the Natural Bridge Bank, St. Louis, is said to have confessed that he used \$45,000 in bonds owned by the bank for a personal loan of \$25,000. A shortage of that amount is said to have been discovered in Lubeley's accounts by bank examiners. The bank is protected by a blanket bond obtained through the Lawton-Byrne-Bruner Agency.

Interested in Credit Bureau

Milwaukee surety men are interested in the formation of the Construction Industry Credit Bureau, which has been launched in Milwaukee to eliminate abuses and unbusiness-like financial arrangements in construction and allied industries.

SERVICE MAKES SUCCESS



ASSURING EVEN BETTER SERVICE

SATISFACTION results from service properly given. Our agents and their clients are satisfied with a Prudential automobile policy knowing it adequately guards them. This is the time of the year automobile protection can be most easily sold.

The opportunity for the sale of automobile insurance was never as great as it is today. Consider the following convincing facts. Last year showed a 8% increase in motor registration over the preceding year. One-third of all accidents in the United States were caused by motor vehicles. There were 13% more deaths from motor accidents in 1929 than in 1928.

Highway congestion is increasing. Automobile accidents are on the increase. Larger verdicts than ever before in automobile damage suits are being awarded by courts. The result—the motoring public is awakening to the need of ample and complete automobile insurance.

The Prudential now offers, in connection with one of the strong eastern fire insurance companies, a combined automobile policy which gives complete coverage against fire, theft, tornado, collision, property damage, and public liability.

To completely "cash-in" on automobile insurance this year agents should avail themselves of a connection with the Prudential Casualty—a connection that will bring profit and happiness. Write today for interesting agency information.

PRUDENTIAL CASUALTY AND SURETY COMPANY

HOME OFFICE
ST. LOUIS, MO.

A S T O C K C O M P A N Y

Paging--Mr. Agent!!

We want capable men to represent this specialized stock automobile insurance company in the following states.

Alabama	Michigan
Arizona	Minnesota
California	Nebraska
Delaware	New Jersey
Dist. of Columbia	Nevada
Florida	Ohio
Illinois	Pennsylvania
Indiana	Tennessee
Iowa	Utah
Kansas	

You will be given a sound, high quality, complete protection, low cost automobile policy to offer clients—a policy that sells easily and stays sold.

You will receive an unusual contract that will enable you to greatly boost your premiums.

Write today for further information

C. M. Nichols, President

BELT CASUALTY COMPANY

Affiliated with Belt Fire Insurance Co.

HOME OFFICE

4750 Sheridan Road

Chicago, Illinois

Income Guaranty Company

Assets over \$250,000.00
Claims Paid over \$1,455,000.00

Personal income coverage
Exclusively

Line includes "Progressive Dividend," the most attractive yet, and snappiest non-cancellable policies on the market.

A few splendid opportunities await District Managers in Michigan, Indiana, Illinois, Missouri, Pennsylvania and California territory.

JOHN G. MALMBERG
President
Income Bldg., South Bend, Indiana

Reduce Insurance Rates

Recommend
JUSTRITE OILY WASTE
AND SAFETY CANS

Approved and Labeled by the Underwriters Laboratories and Associated Factories Mutual Insurance Co.
JUSTRITE MANUFACTURING CO.
2067 SOUTHPORT AVE. CHICAGO, ILL.

WINZER & CO.

CERTIFIED PUBLIC ACCOUNTANTS

Specializing in
**INSURANCE
ACCOUNTING**

29 S. La Salle Street
CHICAGO

CUT

Compensation Costs

SAVE ON

Payroll Audits
Inspections

ATWELL & VOGEL, INC.

4616 Bruce Ave.
Minneapolis

330 S. Wells St.
Chicago

WITH BURGLARY UNDERWRITERS

EFFECT OF LOWER PRICES

Vice-President Iago of the Fidelity & Deposit Comments on Burglary Insurance Conditions

John J. Iago of Baltimore, vice-president of the Fidelity & Deposit in charge of its burglary department, is of the opinion that reduction in prices of various lines of merchandise has had the effect of curtailing the activities of burglars. For the last few years companies have been very keen for burglary insurance. It is one of the departments that has shown a reasonable profit. A few years ago open stocks were regarded as almost prohibited. Now where the moral hazard is all right and there is sufficient physical protection companies do not hesitate to write the business.

Must Have Good Returns

Mr. Iago declares that a burglar must be able to dispose of his goods at a price which he feels will compensate him for the hazards he undergoes in his nefarious work. A few years ago when any sort of merchandise brought a very high figure and could be readily marketed, burglars had no trouble in disposing of their wares at very good prices. At one time furs, women's ready-to-wear goods, bolts of cloth, automobile tires and so on, seemed to be the special targets of burglars. They could dispose of them readily at good prices and there was money in the calling. Owing to the fact that companies began to shy at risks of this character and the assured found it almost impossible to get protection, various physical safeguards were introduced. In fact, companies could make almost any demand in the way of protection devices and property owners would accede. This resulted in many risks being well

SEE MORAL IN BANK ROBBERY

Work of St. Louis Bandits Shows Need of Safety Deposit Box Coverage

Need for safety deposit box coverage was illustrated in the robbery of the safety deposit vault of the Grand National Bank of St. Louis on Monday. After the first inventory, it was estimated that the bandits escaped with cash and securities in excess of \$200,000. The burglars took about \$20,000 of the bank's cash, \$94,000 worth of negotiable bonds belonging to one customer, and an undetermined amount of securities and cash from 161 other deposit boxes.

The bandits blew open the doors of the safe after tying up a negro porter and a custodian of the safe deposit vault. Detectives believe that the bandits had a duplicate key to the bank. Five men are believed to have participated in the affair.

The bank was protected by a burglary insurance policy up to \$150,000 on the safe deposit boxes. Ed Mays, president of the Grand National Bank, is also president of the Continental Life of St. Louis. The F. & D. was the insurer.

protected from a physical standpoint.

The efficiency of a police department has much to do with the burglary loss ratio in a city. Some cities that were uniformly profitable suddenly catch the friendly eye of burglars because the police department may be honeycombed with politics and graft. There is a laxity in policy and at times patrolmen are supposed to be in league with the burglars. Cities like Los Angeles, Kansas City, Detroit, Chicago and Cleveland have long been regarded as hot spots from a burglary standpoint.

NEWS OF THE COMPANIES

GENERAL WILL SELL SHARES

Unissued Treasury Stock Offered to Present Shareholders—Reports Fine Results on Year

The General Accident of Perth, Scotland, will increase its capital by offering 18,800 ordinary shares unissued to present stockholders in proportion to their present holdings. The shares are offered at 12 pounds, 5 shillings each, of which 1 pound 5 shillings is capital and 11 pounds premium. The action is taken after a successful year. Dr. William Low, the chairman, in his announcement said: "After setting aside ample sums for all underwriting reserves and making special generous provision for every possible outstanding liability, we have been able to add 100,000 pounds to our general reserve, 20,000 pounds to our staff pension fund, pay an increased dividend of 1 shilling per share for the year and carry forward 24,000 pounds more than at the close of 1928. Although we have increased our dividend the amount it costs is still 70,000 pounds under the total interest earning."

General Indemnity of Rochester

The newly completed examination of the General Indemnity of Rochester by the New York department shows it possessed assets at the beginning of the year of \$1,682,220; capital, \$1,000,000 and net surplus \$476,057. Its net premium income during 1929 was \$177,804, losses \$11,161; commissions \$35,808 and disbursements \$131,938. The business is largely the writing of forgery bonds, rate discounts being allowed for the

use of approved check writers and safety papers.

Licensed in Canada, District of Columbia, Hawaii and the majority of states of the Union, the General Indemnity is controlled by interests affiliated with the Todd Company of Rochester.

Belt Casualty of Chicago

The Belt Casualty of Chicago has just been licensed to write in Michigan and Indiana, and it will begin developing its agency plant in these states immediately. Other states in which the company now operates are Ohio, Pennsylvania, New Jersey, Illinois, Delaware, Minnesota, California, Florida, Alabama, Iowa, Tennessee, Nebraska and District of Columbia.

Takes Over Guaranty Mutual

The Guaranty Mutual of Evansville, Ind., organized in 1923, has been sold to the Prudential Casualty & Surety of St. Louis.

The Evansville company wrote automobile insurance exclusively in Vanderburgh county. The Prudential took over its entire business and reinsured all outstanding policies.

Consider Mutual Application

MADISON, WIS., May 28.—The application for license of the Workmen's Mutual Casualty of Milwaukee is being considered this week by Commissioner Milton A. Freedy. Herman L. Ekern, former state attorney-general, and Olaf Johnson, former commissioner, are backing the enterprise.

The Export Indemnity has been licensed in Texas with T. H. Hughston of Houston as special agent.

WHAT ABOUT YOUR PROFITS?

THE proper and consistent development of fidelity and surety lines is concededly profitable to agents.

This company is extraordinarily well qualified to assist and service agents in solving surety and fidelity problems. Practically all of its officers have themselves been agents and consequently approach difficulties with a field viewpoint.

General agency connections in fidelity and surety lines are still available in some territories. A letter from you will bring a prompt and personal reply.

Equitable Casualty and Surety Company

JOHN L. MEE, *President*

2 Lafayette Street, New York City



"Equitable in Practice as in Name"

Underwriters Casualty Company

(a Wisconsin Stock Company)

123 Wisconsin Avenue

MILWAUKEE, WISCONSIN

You always feel at home and are comfortable and satisfied when you represent the Underwriters Casualty Company. Here is a company whose size does not make it unwieldy—a company whose officers you know by their first names—a company that makes you feel you are a part of it. And best of all you are able to write automobile insurance at independent rates.

Capital and Surplus \$400,000

Agency Connections Open in Illinois and Wisconsin
Chicago Office A 2111 Insurance Exchange Bldg.

Selling Helps

A great many agents of the Inter-Ocean Casualty Company, attribute their success in no small degree to the advertising and sales assistance of the Home Office.

This service really helps the new man to succeed.

Write us about it.

INTER-OCEAN CASUALTY COMPANY
Home Office: CINCINNATI, OHIO

CHANGES IN CASUALTY FIELD

APPOINTMENTS ANNOUNCED

Continental Casualty and National Casualty Strengthen Their Forces in Eastern Territory

Among recent important field appointments of the Continental Casualty and the National Casualty in the east are those of Gerald R. Taylor, as manager of the New England department and E. S. Robinson, as assistant to H. G. Brown, eastern agency superintendent. Mr. Taylor, who will be located at Hartford, started his connection with insurance interests as a member of the South Norwalk, Conn., local agency of Taylor & Golden. A year ago he became a special representative of the Continental Casualty. He is just back from a visit to the head office in Chicago, where for several days he was in conference with the executives, familiarizing himself with their managerial policy. Mr. Robinson too gained his early insurance knowledge in a local agency, having been a member of the Pelham, N. Y., office of Wheeler & Robinson, fol-

lowing which he was in the field for the Eagle Indemnity.

Plants in Chicago

The Grand Central Surety of New York has been licensed in Illinois and will be represented in Chicago by the J. T. Lynn Agency, at 701 Insurance Exchange building. E. A. Collins, manager of the agency, was formerly assistant superintendent of agencies of the National Surety.

Rider Takes New Post

SEATTLE, May 28.—Nelson W. Rider, formerly of Chicago, has assumed his new duties as northwest claims manager for James S. Kemper & Co. of Chicago, managers for the Lumbermen's Mutual Casualty and affiliated companies.

E. W. Snyder

E. W. Snyder becomes special agent for the Hartford Accident & Indemnity for all lines in Nebraska with headquarters at 624 Farnam building, Omaha. He has been in the western department of the Hartford Accident as an underwriter for the past three years.

CASUALTY PERSONALS

Charles S. Stone, 63, member of the firm of Stone, Stafford & Stone, general agents for the Employers Liability, died at his home in Indianapolis after an illness of several months. Mr. Stone was widely known among Indiana insurance men and he was a member of a family of insurance pioneers, his grandfather, Charles W. Cady, having been the founder of one of the state's earliest insurance companies.

He entered the insurance business in 1889 and seven years later secured an interest in the agency where he started as a solicitor.

In 1917, the firm of Stone, Stafford & Stone was formed, bringing in William H. Stafford and Mr. Stone's brother, Blake Stone. Mr. Stone was very successful as a personal producer,

especially in the early days of the agency and it was a matter of pride with him that some of his first customers were still on the agency's books. The funeral was held Friday and was attended by a number of out-of-town insurance men.

P. W. A. Fitzsimmons, president of the Michigan Mutual Liability, has been advanced as a candidate for director of the Detroit board of commerce. Mr. Fitzsimmons has been serving as one of the insurance directors of the Chamber of Commerce of the United States.

A. E. Forrest, vice-president of the North American Accident of Chicago, who has spent two months in California at his winter home at Redlands, is expected to return June 20.

A half century of service in the home office has been completed by Charles G. Stone of the audit department of the Travelers. President L. Edmund Zacher paid him high tribute and he received gifts and flowers from other employees.

Casualty Man Wanted

Casualty Man desired; about thirty years of age with experience underwriting automobile fleets, public liability lines, elevator inspection work, workman's compensation insurance, etc. All replies treated strictly Confidential. Location Cincinnati, Ohio. Address P-41, The National Underwriter.

Re-Insurance
Excess Re-Insurance
Catastrophe Hazard

DEE A. STOKER
RE-INSURANCE UNDERWRITER
2111 Daily News Bldg. CHICAGO
Tel. Central 6370

All Lines but Stressing Excess Fire Reinsurance General Classifications

PLATE GLASS INSURANCE SPECIALISTS

STANDARD FORM
EXCESS FORM
(50/50)



OF ILLINOIS

THE LEADING GLASS INSURANCE COMPANY OF ILLINOIS

NOW WRITING BURGLARY INSURANCE

Correspondence from Aggressive Agents for Exclusive Territory Invited

HOME OFFICE:
INSURANCE EXCHANGE Bldg.,
CHICAGO





Globe & Rutgers

FIRE INSURANCE COMPANY



111 William St., New York City

JANUARY 1st, 1930

ASSETS		LIABILITIES	
Bonds and Mortgages.....\$	139,609.90	Capital	\$ 7,000,000.00
U. S. Liberty Bonds.....	509,100.00	Surplus	44,315,436.03
Government, City, Railroad and		Reinsurance Reserve	26,803,146.42
Other Bonds and Stocks.....	93,855,135.00	Losses in Course of Adjustment..	12,122,958.00
Cash in Banks and Office.....	3,784,621.70	Commissions and Other Items..	10,750,000.00
Premiums in Course of Collection	7,216,343.66	Reserve for Taxes and Deprecia-	
Interest Accrued	446,013.79	tion	5,000,000.00
Reinsurance Recoverable on Paid			
Losses	40,716.40		
	<u>\$105,991,540.45</u>		<u>\$105,991,540.45</u>

Surplus to Policy Holders . . . \$51,315,436.03

Losses settled and paid since organization over . . . \$259,000,000.00
Losses settled and paid 1929..... 17,513,631.10

ISSUES POLICIES AGAINST

Fire, Marine, Tornado, Earthquake, Flood, Hail, Explosion, Riot and Civil Commotion,
Sprinkler Leakage, Inland Marine Transportation, Parcel Post, Automobile, Aviation Insurance

Agents in Canada, Manila, Shanghai, London and Principal European Cities

E. C. Jameson, President
Lyman Candee, Vice-President A. H. Witthohn, Secretary
W. H. Paulison, Vice-President A. G. Cassin, Secretary
J. H. Mulvehill, Vice-Pres. and Secy. J. L. Hahn, Assistant Secretary
J. D. Lester, Vice-President Scott Coleman, Assistant Secretary
A. W. Taylor, Local Secretary

Progress since Consolidation in 1899

	Assets	Reinsurance Reserve	Surplus
Dec. 31, 1899.....	\$ 529,282.59	\$ 26,832.54	\$ 3,039.94
Dec. 31, 1905.....	3,932,447.83	1,753,038.09	1,256,146.92
Dec. 31, 1910.....	5,255,362.12	1,936,224.86	2,365,363.37
Dec. 31, 1915.....	10,178,345.13	3,532,023.67	4,769,684.89
Dec. 31, 1920.....	42,765,374.55	16,593,764.16	11,361,311.89
Dec. 31, 1925.....	67,922,096.58	20,265,572.73	24,161,943.85
Dec. 31, 1926.....	71,740,996.88	21,162,599.90	25,610,575.98
Dec. 31, 1927.....	80,193,738.67	21,794,727.64	29,514,599.03
Dec. 31, 1928.....	98,190,644.96	24,332,695.62	37,252,917.34
Dec. 31, 1929.....	105,991,540.45	26,803,146.42	44,315,436.03

INSURANCE— Harder to sell in 1930?

When a dozen or more agencies offer similar service for the same rate—how can any one agency have a sales advantage?

We are not business forecasters. We make no attempt to foretell whether "business" will be better or worse in 1930.

But agents tell us that the necessity for sound selling programs increases each year. Competition is keener. The free-for-all fight for the prospect's dollar wages hotter as new products come into the field and new wants are created.

The year 1930 will not be different in this respect from others. Better selling will be necessary to meet this keener competition.

Where will your increased business come from and how are you going to get it? What sales advantage will you have?

Those agencies who have Insurance Pictorial franchises have one important advantage over competitors. They are constantly pointing out to customers and prospects their need for various lines of insurance; they are making them realize the necessity for adequate protection. They are selling themselves; they are doing it in the modern way—by means of pictures.

Obviously any plan for increasing business starts with holding what you already have. Every good risk on your books is a shining target for some other agent or broker. To sit back while others are actively engaged in selling is to court disaster. How can you keep

in touch with present customers—without neglecting new business?

Send them The Insurance Pictorial.

How can you increase the business you receive from your present clients?

Use The Insurance Pictorial.

How can you carry on a more aggressive selling campaign among prospects?

With The Insurance Pictorial.

There's a story of results accomplished along this line which you should know when you plan next years activities. Send for The Pictorial Portfolio.

This Pictorial Portfolio is nothing more or less than a complete description of this plan and sample copies of a year's issue of The Pictorial itself. We're glad to send it to anyone who is genuinely interested. If the plan doesn't interest you, you're at liberty to return the portfolio and contents and get your dollar back. There'll be no question on that score whatever. If you reserve the franchise, the dollar will be credited to your account.

If you are genuinely interested in better selling for the next year, send for The Pictorial Portfolio. Use this coupon.

THE NATIONAL UNDERWRITER, A1946 Insurance Exchange, Chicago, Illinois

Please send me The Pictorial Portfolio for which \$1.00 is enclosed. This \$1.00 will be credited to our account if we order the service or refunded if we return the Portfolio.

The National Underwriter Company reserves the right to reject this order and refund our money in case the exclusive franchise for this city has already been placed.

Name
Address
City State
By

